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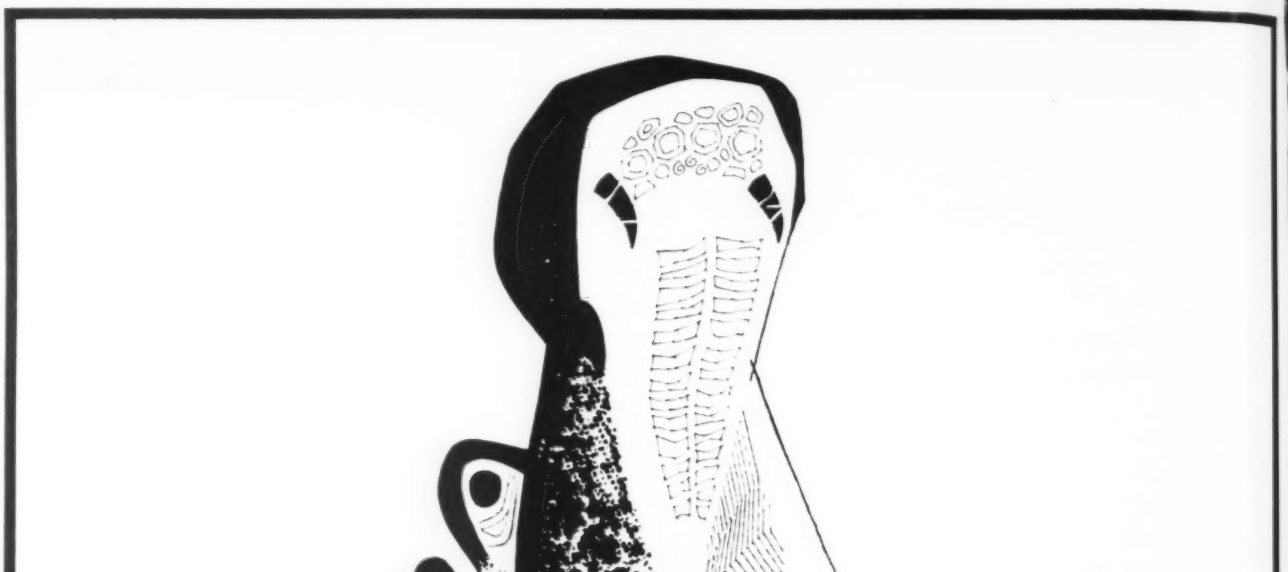

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Front cover photograph

Mining fluorspar at Ladywash mine in Derbyshire. Nearby what is claimed to be the largest mineral treatment plant in Europe, was opened on September 14 by the Duke of Devonshire, whose ancestral home Chatsworth lies a few miles away. The plant is owned by Glebe Mines Ltd., Derbyshire (a Laporte Industries company). From these mines via the mineral treatment plant, fluorspar and lead concentrate are extracted and regularly exported to all parts of the world in addition to their production for home use.

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ORGANIZING FOR EXPORTS—1

BNEC is spearhead for export promotion

By SIR WILLIAM McFADZEAN, Chairman of the British National Export Council.

This is the first article of a series in which chairmen of the British National Export Council and its constituent councils and committees will discuss the ways in which their organization aims to stimulate British exports.

TO INCREASE EXPORTS is a national task. Not only is a sound balance of payments vital to the prosperity of every individual and institution in the country, but the extra sales needed overseas will only come if the right things are done by the Government, by industry, by the workers, and by the City and indeed by all concerned. That is why the British National Export Council was created by the then President of the Board of Trade, Mr. Heath, in July 1964, along the lines of the precedents successfully established by the Dollar Exports Council, the Council for Middle East Trade and the Export Council for Europe, to provide a forum in which the problems can be discussed by all the parties mentioned, and appropriate lines of action agreed on. Its basic purpose is to achieve a national co-ordination of activity and to ensure that the right efforts are made at the right time and in the right places.

The British National Export Council has now been established, under the sponsorship of the Confederation of British Industries, the Association of British Chambers of Commerce and the Trades Union Congress, with the Commonwealth Export Council to advise it on matters affecting Commonwealth trade, and ten area councils and committees to promote exports to a particular market or group of markets. The areas involved cover nearly 90 per cent of Britain's exports and are defined as Western Europe, USA, Canada, Australia, New Zealand, the Middle East, Latin America and Commonwealth countries in Africa, Asia and the Caribbean. Each committee consists of businessmen familiar with the area and officials of the government departments concerned. The chairman of each area committee is a member of the BNEC, which also includes government officials (prominent among them Sir Richard Powell, Permanent Secretary, Board of Trade), representatives of the sponsoring bodies and of the City and TUC, along with industrialists chosen personally for their outstanding success as exporters. In all, some 170 businessmen are giving their services voluntarily in the organization.

The primary function of the BNEC is to discover what extra needs to be done and then to get others to do it. Where agencies already exist to perform a task, the Council has no intention of duplicating their work though it may well set about giving more power to their elbow and, where a suitable agency does not exist, may well seek to bring it into existence. For example, the Council is precluded by its terms of reference from providing services to individual firms; in this direction it confines itself to guiding individual firms to the body most likely to help them. This policy, along with the magnificent work done by the voluntary members and the marvellous support which we have had from the Board of Trade and other government departments, enables the Council to keep its executive staff relatively small.

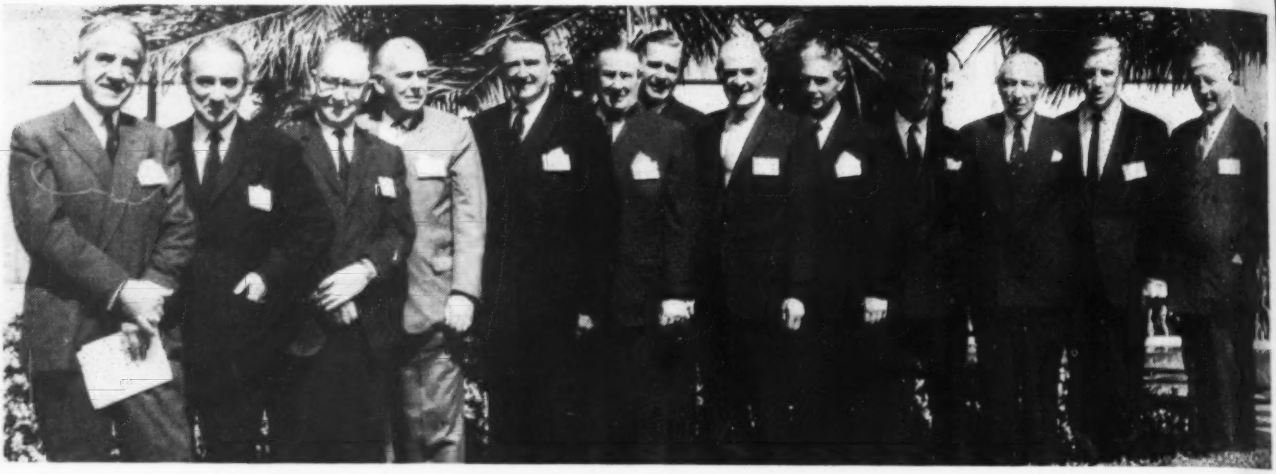
Although the Council and its area committees work closely with the government departments concerned they are independent of Government and recognized and accepted as accredited independent organizations. The Council will be financed by contributions from its sponsoring organizations and by private donations, and the Board of Trade are providing a grant-in-aid equivalent to the amounts subscribed from private sources.

The Council is already fulfilling its role as a co-ordinator of national effort. Although much of its time during its first year of existence has necessarily been devoted to questions of organization and finance, such matters as incentives, transport, profitability and credit have been discussed and initial lines of action agreed on. The creation of the National Marketing Council is due in large part to an initiative taken by BNEC and admirably illustrates its preferred method of working through other bodies working in close liaison with itself (a liaison ensured in this instance by the presence of the NMC Chairman, Mr. Monty Prichard, on the BNEC). The feasibility of establishing export corporations to market overseas goods produced by smaller manufacturers is being explored by a committee led by Sir Charles Denman in close co-operation with the merchanting and other expert interests involved. Machinery has been established for drawing up a feasible and balanced programme of collective promotion on a world-wide scale and for reviewing the methods by which such promotion is encouraged. The role of non-official British trade organizations overseas is being explored by a special *ad hoc* committee. A variety of steps has been taken to communicate the purposes of the Council and the national importance of its task to those whose co-operation is essential to its success. For the Council considers that the larger part of its task may well prove to lie at home rather than abroad.

Meanwhile the area committees established between October 1964 and May 1965 have been engaged on an intensive study, by travel, discussion and research, of the problems of their markets, and have started to evolve and implement plans for tackling them. Results are already becoming apparent, particularly in North America. The Export Council for Europe has continued with its splendid record of successful activity. Its experience is clearly going to provide much invaluable guidance for the other committees, after due allowance has been made for the fact that each area possesses its own conditions, presents it own problems and therefore requires its own distinctive approach. The chairman of each body will give a fuller description of its work in subsequent articles in this series.

All this is a good beginning. It suggests strongly that a really effective form of organization for directing and co-ordinating the national export effort has been found, in which each vital constituent part can play its due role, and lines of action be agreed on in proper concert. The last twenty years have shown clearly that there is no quick or easy way of remedying the steady decline of Britain's share of world trade or of reversing the trend by which imports grow faster than exports. Understanding, effort, self-restraint, intelligence and imagination must not only be brought to bear on the problem on a nation-wide scale, but must be doggedly sustained throughout the foreseeable future. There can be no hope of achieving this unless all the elements concerned are represented in leadership.

So what the BNEC has achieved during the last twelve months is no more than a beginning. The Export Council for Europe has taken five years to reach its present level of activity, yet its members feel that they are only starting to scratch the surface of their task. How much more must this be true then of some of the other committees, so recently established and in some cases dealing with



Sir William McFadzean, the author of this article, is seen here (left) practising the precepts which he lays down in this article. With him are (l. to r.) Lord Kings Norton, Sir John Cockcroft, Sir Joseph Lincoln Steel, Mr. C. R. Wheeler, Sir Nutcombe Hume, Daily Mail City Editor Patrick Sergeant, Sir Harry Pilkington, Mr. Edward Judge, Lord Shawcross, Sir Archibald Forbes, Mr. Gordon Richardson and Lord Knollys. They are gathered in San Francisco for a businessmen's conference organized by Stanford University, California. So far as these British businessmen are concerned the emphasis at the conference is on exporting British goods.

Daily Mail photo

areas which have been neglected or taken for granted! The BNEC itself is only too conscious of having left important problems undiscussed and of having given no more than preliminary consideration to others. Urgent as the need for results undoubtedly is, the full harvest will only ripen with time, just as the present situation is the outcome of trends which have been maturing over decades. Given time, however, the members of the councils and committees firmly believe that they can find a way out of the problem which has hamstrung our country through the last twenty years and not merely secure our prosperity but restore our international authority.

Increased exports are the foundation of the National Plan

– **Mr. Edward Redhead**

'COMPARED WITH PRE-WAR we export much more in quantity and value, we offer a much wider range of products, and the composition of our exports has reflected the changing pattern of demand, with engineering goods increasing in importance,' said Mr. Edward Redhead, Minister of State (Overseas), Board of Trade, on September 20, in a speech to the Westminster Chamber of Commerce at Quaglino's, London.

'But the plain fact is that our export performance has not been adequate to meet the growth of our appetite – as represented by our higher standards of living at home, our investment abroad, our giving of aid, and our high level of military expenditure. We have eaten well and indulged ourselves, but have not earned enough to pay the bill.

'Even if we have not done enough, have we done as well as we could? – or as well as others? Regrettably the indications are that we have not. Indeed, if one compares our performance over the past ten years or so with that of the other main industrial countries, we seem to have done rather poorly.'

The Minister said that the average rate of growth of exports of manufactured goods (which made up the bulk of our exports) from the principal manufacturing countries, had been around 9 per cent a year.

Italy had headed the league table with a rate of growth of about 17 per cent. The United Kingdom and Canada shared bottom place with a rate of growth of around 5 per cent a year. Seven of the 11 main industrial nations achieved averages of 9 per cent higher. Western Germany, with whom we were perhaps most frequently compared, achieved an average annual rate of growth in exports of manufactured goods of around 13 per cent.

Comparisons were, of course, not always valid and sometimes were very misleading. One should not, for example, make too much of the fact that about ten years ago the United Kingdom's share of the world's trade in manufactures was 20 per cent – equivalent in total to that of Germany and Japan combined.

Today our share had dropped to about 14 per cent, whilst Germany and Japan combined, accounted for about twice as much. These countries had virtually to rebuild their industrial base. Nor would the loss of share matter if we did not continue to have our balance of payments difficulties, although it was always pleasant to one's morale to feel that one was doing as well as one's competitors.

'However, when we are in persisting balance of payment difficulties, it does seem to be the case that some comparisons indicate that other nations whose circumstances are now not so very dissimilar from our own, are more successful in putting matters right. These comparisons suggest that the fault lies "not in our stars but in ourselves".

'The publication of the National Plan last week has highlighted the task before us. If we are to achieve the target of 25 per cent growth by 1970 on which the Plan is based, then, allowing for the international debt which has to be repaid and for the likely development of the other elements in the balance of payments, it is estimated that we shall need to increase exports by something over 5 per cent a year in volume in the period to 1970. The necessary improvement in the balance of payments is an essential prerequisite of the faster growth of the economy we hope to achieve.

'Without it we shall have to forego the benefits of more rapid expansion. It will be a formidable task to achieve the growth in exports we need. The figure of 5 per cent compares with a rate of growth of about 3 per cent in the past.

'No one pretends that it will be easy. It means devoting a greater proportion of our total resources to exports. It is, however, encouraging that industry itself, in the Industrial Inquiry which was the basis of the Plan, said that it expected to achieve this target in the conditions of faster growth which the Plan envisages.

'For the first time, therefore, we have a clear picture of what is needed – to put our balance of payments right and to achieve the faster growth we all want.

'Everyone will be aware of the vital link between our export ability and our whole economic prosperity. Everyone will have a part to play. Those broad comparisons I quoted earlier hide the achievements of many British companies who have worked unremittingly for increased export business. There are undoubtedly others who could be doing more. Thirty-five companies account for a quarter of our total exports; about 300 handle half our exports.

'Yet the number of manufacturing companies runs into thousands. The Government, for their part, have greatly extended the help and assistance available for exporters, and we shall continue to search for further ways to help. But we also hope that the publication of the National Plan will bring home to everyone concerned – manager and worker alike – the realization that exporting is not just a vague patriotic duty but the foundation on which our economic prosperity depends.'

The National Economic Plan

The National Economic Plan was published on September 16 (Comnd. 2764, price 30s.). The Plan has been prepared by the Department of Economic Affairs and other Government Departments in the closest consultation with industry. The National Economic Development Council, which includes representatives of unions and management, have been consulted throughout and have specifically registered their acceptance of the responsibilities involved in overcoming the obstacles to growth revealed by the Plan.
A press announcement issued by the DEA states 'It is not a rigid Plan, but rather a frame of reference against which to measure performance, and it will be reviewed and kept up to date as circumstances warrant. It is also a Plan of action, the responsibility for action in each field being specifically set out in the check-list of "action required" at the end of Chapter I.' Following are extracts from the DEA press announcement issued with the report:

THE PLAN IN OUTLINE

'This is a Plan to provide the basis for greater economic growth. An essential part of the Plan is a solution to Britain's balance of payments problem; for growth cannot be maintained unless we pay our way in the world.

'For too long the United Kingdom has suffered from a weak balance of payments. Periodic crises have led to sharp checks to economic expansion and productive investment; these in turn have left us vulnerable to further balance of payments difficulties when expansion was resumed. It is the Government's aim to break out of this vicious circle and to introduce and maintain policies which will enable us to enjoy more rapid and more sustained economic growth.

'This will only be possible when the underlying weaknesses of the economy have been removed. The policies set out in this Plan are designed to do this; but they will take time. The Government have therefore found it necessary to deal with the balance of payments deficit by a series of short-term measures; some operate directly on the balance of payments, some make room for increases in exports and import-replacement, some ease the pressure of demand at home in overloaded sectors. These measures should provide time in which the policies for sustained growth can become fully effective.

'In 1964 the overall balance of payments deficit rose to an exceptionally high level. It is hoped that at least half the deficit will have been removed this year. But there is still a substantial imbalance to be removed, and the debt incurred in 1964 and 1965 will have to be repaid during the rest of the decade.

'The task of correcting the balance of payments and achieving the surplus necessary to repay our debts, while at the same time fostering the rapid growth of the economy, is the central challenge. We must succeed if we are to achieve all our objectives of social justice and welfare, of rising standards of living, of better social capital, and of a full life for all in a pleasant environment. We must succeed if we are to take our proper place as a great trading nation, with ties with the Commonwealth, with Europe (particularly the countries of the European Free Trade Association), and with the United States of America. Commonwealth Prime Ministers have agreed to hold meetings to discuss the expansion of Commonwealth trade and to consider the extent to which each country's production plans could meet requirements in other member countries. We must pay our way in an increasingly competitive world in which we have for too long been losing ground steadily to other industrial countries. This is a trend that we must not allow to continue.

The growth target

'The Plan is designed to achieve a 25 per cent increase in national output between 1964 and 1970. This objective has been chosen in the light of past trends in national output and output per head and a realistic view of the scope for improving on these trends. It involves achieving a 4 per cent annual growth rate of output well before 1970 and an annual average of 3·8 per cent between 1964 and 1970. The rate of increase in total output depends on the rate of growth of output per head (in other words productivity) and the rate of growth of the labour force. Since the labour force is expected to grow very slowly up to 1970, by far the greater part of the increase is in output per head, which will have to rise on average by 3.4 per cent a year to achieve the national growth target. The underlying rate of growth of output per head seems to have averaged 2 per cent in the early 1950s, nearly 2.75 per cent over the period from 1960 to 1964, and may now have reached a rate of about 3 per cent per annum. The required acceleration to 3.4 per cent thus seems feasible in the light of past trends; but it will not come about without a great effort on the part of management and workers to improve efficiency, as well as a Government economic policy directed to this objective.

'The measures that have been taken to redress the balance of payments will inevitably lead to less growth in the next year or so than would be possible if the balance of payments weakness had already been overcome. This will make the 25 per cent objective more difficult to achieve. But it will still be possible provided productive capacity is expanded, despite the temporary check to the growth in demand, and provided management and workers maintain their efforts to improve efficiency in the use of both capital and labour and the competitiveness of our goods in the world's markets.

The preparation of the Plan—the industrial inquiry

'The first stage in making a Plan is to find out the facts, not simply about the past but about future intentions, potentialities and problems. This is the main purpose of the Industrial Inquiry, which has been carried out this year over most of the economy, both the public and the private sectors. Industries were asked what a 25 per cent national growth from 1964 to 1970 would mean for them. The co-operation received has been excellent. The detailed results of this inquiry are given, industry by industry, in Part II of the Plan.

'In the important field of exports, the replies from industry suggested that these would grow by about 5½ per cent a year in volume from 1964 to 1970. This is roughly the same as the rate of increase required by the Plan. This is, however, substantially above the rate of growth in exports which we have achieved in the past and a major effort will be required from all concerned.

'The inquiry indicated that national productivity (output per head) could grow by 3.2 per cent a year between 1964 and 1970. This increase is not quite enough to achieve a 25 per cent national growth, so that there is an apparent "manpower gap", with the demand for extra labour of 800,000 exceeding the 400,000 likely to become available without changes in policies. The resulting gap could be reduced to about 200,000 by successful regional policies to make fuller use of manpower in less prosperous parts of the country. No great significance can be attached to the figure for the remaining gap, given the difficulties of forecasting, and it is not large in relation to the total labour force. The inquiry also revealed the need for large movements of labour, with three major sectors – agriculture, mining and inland transport – requiring some 400,000 less workers; other industries, including aircraft, textiles,

'WORKING FOR PROSPERITY'

The popular version of the National Plan

A 30-page 'popular' version of the National Economic Plan entitled 'Working for Prosperity' was published by HM Stationery Office on September 17. Copies can be purchased from Government bookshops and any bookseller, price 1s. There are reduced rates for quantities (24 for 22s., 100 for 80s.).

This shortened version of the National Plan explains why the Plan has been prepared, and outlines its main elements. It is illustrated with bold diagrams.

In a foreword, Mr. George Brown, the First Secretary of State, emphasizes that the Plan has been worked out in the fullest consultation with industry, and concludes 'This is a Plan for prosperity. Each of us is involved in it. Each of us is personally responsible for some part of it. Let's make it work.'

clothing and footwear, 200,000 less; while other sectors were estimated to require an extra 1,400,000 workers, the major claimants being mechanical and electrical engineering, construction, public administration, education and other services. With total manpower going up very slowly in the next five years it is particularly important to get labour redeployed from where it can be spared to where it is needed.

An action programme for achieving the Plan

'The main problems that have to be solved if we are to get more rapid and sustained growth are to restore the balance of payments to a sound position, to increase industrial efficiency, and to close the manpower gap – by economies in the use of labour, through productive investment and in other ways, and by using more fully the labour resources in the less prosperous regions. The programme of action to achieve these ends which is set out in detail in Chapters 3—8 and 17—22 of the Plan is summarized below:

'I *Government overseas spending.* The whole burden of correcting the balance of payments cannot be borne by British industry alone. The Government intends to stop the increase in defence expenditure and will pay particular attention to net expenditure overseas which has been growing rapidly. Our aid to developing countries has been rising at an average of about 10 per cent a year in recent years. The Government is fully aware of the part which our own programme has to play in the international effort to alleviate the serious poverty of many of the developing countries and to assist their development. But the amount of aid we give must be subject to restraint while our balance of payments difficulties persist, and we have to plan our aid so that the foreign exchange cost of the programme is kept to a minimum.

'II *Private investment abroad.* It is estimated that exchange control measures announced in the Budget and in July 1965, will reduce the net outflow of private long-term capital by about £150 million next year. The combined effects of the various tax changes in the 1965 Budget will further diminish the attractions of investment overseas and also encourage foreign investment in this country. The Government has undertaken to keep under review the impact of these measures on the developing countries.

'III *Re-allocation of Government spending.* The Government has made a careful review of all the major programmes of public expenditure. These have been made consistent with the Government's decision to limit the growth of total public expenditure to an average of 4¼ per cent a year at constant prices between the financial years 1964/65 and 1969/70. This was fixed provisionally in February 1965. It was reviewed as the Plan took shape and found to be consistent with it. The pattern of Government spending has been rearranged to take account of social priorities and to encourage productive effort. Chapters 17-22 of the Plan give the details of the Government programmes. The Defence Budget is limited to £2,000 million at 1964 prices, compared with the figure of about £2,400 million planned for 1969/70 when the Government took office. This will release scarce high-quality technical manpower and engineering capacity for exports, import-saving and domestic investment. The changes already decided upon in the military aircraft programme should relieve pressure on the engineering sector by releasing upwards of £1,200 million of resources over the next 10 years. In the other main categories of Government expenditure the percentage increases of 1969/70 over 1964/65 are: roads, 41.5 per cent; public authority housing, 33 per cent; education 32 per cent; health and welfare, 23.5 per cent; benefits and assistance 38 per cent.

'IV *Industrial policy to improve efficiency and the balance of payments.* Having assisted in the work of the Industrial Inquiry, the Economic Development Committees will have a major part to play in identifying ways in which output per head can be increased to achieve the growth objective. The committees, which include representatives of management, unions, the Government and the National Economic Development Office, are being extended to cover each major group of industries. Studies of import saving have already been made and the committees are examining urgently ways of increasing exports and the prospects and problems of quick progress in standardization and variety reduction. The Government have already announced a wide range of new measures to speed up the growth of exports. A special Economic Development Committee for the Movement of Exports has been set up to bring together the users of the services and all the suppliers, with a view to securing faster handling in the movement of exports.

'V *Manufacturing investment.* To achieve the growth of productivity we need, and to provide the capacity required for additional exports and import-replacement, there will have to be an average increase in manufacturing investment of about 7 per cent a year in real terms from 1964 to 1970. The Government are currently examining the whole question of fiscal incentives for investment to see whether the advantages arising from the present methods can be improved or whether there should be other methods which would be more helpful in achieving the agreed objective of increasing the level of investment.

'VI *Productivity, prices and incomes policy.* The measures already described to improve the balance of payments cannot by themselves solve the problem unless our costs of production move more favourably than in the past in relation to those of our competitors. The Government believe that only as a long-term and comprehensive strategy within the framework of the National Plan, and with full agreement and co-operation of management and unions, can a policy for stable prices and planned growth of money incomes hope to succeed. Agreement has been reached, for the first time in this country, on the objectives, the machinery and the criteria for such a policy, and an encouraging start has been made. The Government have made it clear that they will take any further steps which may prove necessary to ensure that the objectives are realized.

'VII *An active labour market policy.* The Industrial Inquiry revealed the rapidly growing internal demand for skills of many types, and the need for substantial movements of labour within and between industries. If we are to have the faster growth which is technically feasible with new methods and new plant, one of the symptoms will be more rapidly changing methods of work. All this calls for measures to assist those affected by change and to see that so far as possible they gain from it. The Government have embarked on a range of new policies. They cover redundancy compensation, the development of the Industrial Training Boards, a further extension of Government Training Centres, improvements in the Employment Exchange Service and various other measures to help workers on the move. The Government also intend to introduce a system of wage-related unemployment benefits. These measures should encourage a wholesale attack on "overmanning" and the obstacles to efficiency in industry.

'VIII *Regional policy.* An essential condition for the fulfilment of the Plan is the fuller use of manpower in the less prosperous regions of the country. The employment of an extra 200,000 by 1970 is the aim. This will make a substantial contribution to closing the "manpower gap". At the same time a more even spread of employment throughout the country will help to avoid in some regions pockets of excess demand setting the pace in driving up costs while there are still unused resources elsewhere.'

Thames Line offer shipping service to exporters

THAMES LINE (London) Ltd., which operates eight chartered ships between London and Chatham to the Belgian, Dutch and German ports, are offering to British manufacturers a number of services in addition to those of a normal shipping service. At a press conference in London on September 16 it was announced that the firm were offering to exporters and potential exporters a free export advisory service with particular emphasis on Continental sources of business.

Mr. Karl J. Breuer, director of the Line, said that the proposed service would be of particular use to small British manufacturers who had not yet entered the export field. He added that the company also offered a complete documentation service. The service, which provides on-the-spot information on foreign markets and suggests reliable importers, agents and distributors is provided free with no obligation to ship by Thames Line.

HIGHER POSTAL RATE FOR BOT JOURNAL

To take account of the recent increases in postal rates, the annual subscription for the Board of Trade Journal *is being increased to £5 6s. 8d. from October 1, 1965.*

President of the Board of Trade to visit Scotland

MR. DOUGLAS JAY, President of the Board of Trade, will visit Dundee on September 24 and also speak at the annual dinner of the Chartered Insurance Institute at the Assembly Rooms, George Street, Edinburgh.

In Dundee the President will see notable developments such as the Tay Bridge, the city redevelopment scheme, and the industrial estates. Mr. Jay will also visit the National Cash Register Co. Ltd., and in the afternoon the President will meet the Lord Provost's Industrial Development Committee, and the local authorities for Angus, before attending the annual dinner of the Chartered Insurance Institute in Edinburgh.

Mr Roy Mason to visit Lowestoft

MR. ROY MASON, Minister of State (Shipping), Board of Trade, will visit Lowestoft on October 7 to look at shipbuilding yards in the area.

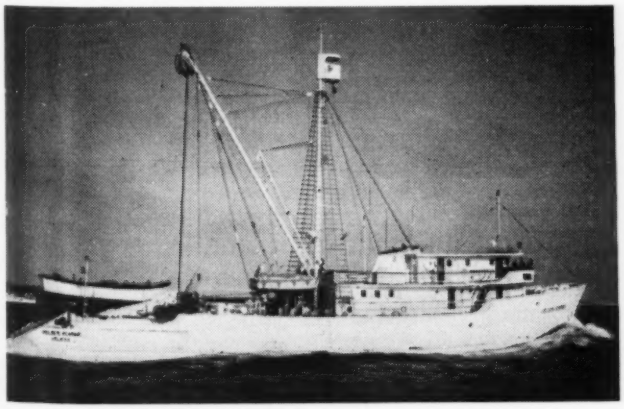
In the morning Mr. Mason will have talks with representatives of the Unions within the Confederation of Shipbuilding and Engineering Unions, followed by visits to the shipyards of Brooke Marine Ltd. and Richards (Shipbuilders) Ltd.

Soviet Shipping Minister's 10-day UK visit

FOLLOWING THE 10-day visit – from September 7-16 – of Mr. V. G. Bakaev, Minister of the USSR Merchant Marine to Britain as the guest of HM Government, the following joint Anglo-Soviet communique was issued:

'Mr. V. G. Bakaev was accompanied by Mr. A. A. Saveliev, chairman of V/O Sovfracht, Mr. Y. V. Klementiev, Secretary General of the Ministry, and Mr. I. M. Averin, head of the Foreign Relations Department of the Ministry of Merchant Marine. Mr. V. G. Bakaev, Mr. Douglas Jay, President of the Board of Trade, and Mr. Roy Mason, Minister of State (Shipping), discussed a number of shipping matters of interest. Mr. Bakaev also visited Lord Walston, the Parliamentary Under-Secretary of State, Foreign Office.

'The discussions revealed a wide measure of agreement and understanding on problems of mutual interest. It was agreed that it would be desirable for further talks to be held with a view to strengthening the good relations that already exist between both countries in the field of shipping. It was also agreed that the principle of the freedom of the seas must be upheld and that both countries would continue to oppose unilateral actions by Governments which restrict the freedom of international shipping services.



S. G. Brown Limited, a Hawker Siddeley Company, operating through their subsidiary company of the same name in Canada have recently completed the installation of an Arma-Brown Gyro Compass and a G.S. Automatic Steering Control Console in the 1,000 ton Tuna fishing vessel 'Golden Scarab' owned and operated by Scarab Fishing Atlantic Limited of Halifax, N.S.

Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade (second left foreground) seen with Mr. Kosygin, Prime Minister, USSR (third left) at the International Chemistry Exhibition in Moscow during a tour of the show. They were accompanied by A. N. Halls of the Board of Trade (left foreground) and Mr. Kostundov, Soviet Minister for the chemical industry (right).

'Mr. Bakaev, invited Mr. Mason, to visit the Soviet Union as a guest of the USSR Ministry of Merchant Marine at any time suitable to him. Mr. Roy Mason has accepted this invitation.'

At a press conference in London on September 15, Mr. Bakaev said: 'We shall fight together against countries infringing the freedom of the seas'. Referring to the refusal of the Baltic Exchange to admit to membership the Soviet-owned Anglo-Soviet Shipping Company, he said that he had been informed that this refusal had been a mistake. Now, Sovfracht, the Soviet shipping corporation were to do business on the Baltic Exchange again, and Mr. Bakaev thought that their application for membership would be accepted.

Replying to a question on whether there was a possibility of the USSR placing orders in British shipyards, the Soviet Minister said that Russia had found that British prices were some 12 to 15 per cent higher than in Japan or Italy.

Mr. Aloysius Yip King Kwok (second left) is presented with a scroll as a memento of his being the recipient of the 'Atlas Lighting Scholarship' from Mr. R. L. C. Todd, Atlas Marketing Manager for the Far East (right). The presentation was made during an interval at the British Lighting Industry's first sales conference held in London on September 11. In the picture are (left to right) Mr. Lars Ljunggren of Svenska Thorn A.B., director and general manager of Atlas Marketing in Scandinavia; Mr. Kwok; Mr. P. J. M. Buise, general manager of Societa Industriale Vicentina Illuminazione, BLI Manufacturing and Marketing Company in Italy; Mr. Mike Ilenbest, Atlas Lighting sales manager in Australia and Mr. Todd.

EFTA's Fifth Annual Report published

THE EUROPEAN Free Trade Association has published its Fifth Annual Report*, covering the 12 months ended June 30, 1965. The Report recalls that 'Trade between the eight EFTA countries grew more rapidly than in any previous year in the life of the Association', and that 'most EFTA countries experienced in 1964 an unusually rapid rate of economic growth'. The year ended with a meeting in Vienna at Prime Ministerial level, 'at which Ministers of all countries voiced their concern at the continuing trade division of Europe and their desire both to restore momentum towards European integration and to intensify EFTA co-operation.'

The report notes that the 'timetable reductions' of tariffs, which brought them down to 30 per cent of the 1960 level, were duly made by EFTA members on December 31, 1964, and by the Associate country, Finland, on March 1, 1965, while the few remaining quantitative restrictions in EFTA were further reduced during the period. Studies were carried forward into a wide range of other EFTA problems, including the rules of competition (restrictive business practices, establishment, and the purchasing policies of public authorities) patents, standardization and the problem of 'drawback'. EFTA completed its first annual review of agricultural trade, and the second review was far advanced by June 1965.

'In external affairs, the Kennedy Round of tariff negotiations in the GATT continued to occupy the centre of the stage.' All the seven EFTA countries required to do so met the deadline for presentation of their 'exceptions lists' in the industrial sector of the negotiations: five countries asked for no exceptions, signifying their willingness to offer a 50 per cent cut across-the-board in their tariffs on industrial products if they obtained suitable reciprocal concessions from other parties to the Kennedy Round.

*The report can be obtained from HM Stationery Office, price 5s., postage extra.

BTA entertains Russians on a week's visit

A DELEGATION of distinguished Russian visitors arrived in London on September 15 for a week's visit to Britain as guests of the British Travel Association. A similar visit by officers of the BTA to the USSR as guests of Intourist – the official Soviet Government Agency for Tourism, will follow from September 27 to October 7. The Russian delegation will visit Scotland, Stratford-upon-Avon, Cardiff, and the Royal Naval College at Greenwich. After visiting the College they will attend a dinner, at which Mr. Roy Mason, Minister of State (Shipping), and who is in charge of tourism; Lord Geddes, chairman of the British Travel Association; and Lord Mancroft, chairman of the London Tourist Board; will attend.

A British travel spokesman said: 'We feel sure that this visit will further promote feelings of peace and international goodwill between our two countries. We hope it will also lead to an increased inter-change of tourists beween the Soviet Union and Britain.'

Official Receivers' appointments

THE Board of Trade announce the following appointments:

Mr. John Byerley Clemetson to be an Assistant Official Receiver to act as Assistant to any Official Receiver appointed for the purposes of the Companies Act, 1948, and attached to the High Court.

Mr. Ernest Gilmour Harper to be an Assistant Official Receiver in Bankruptcy attached to the High Court. Both appointments will take effect from September 27, 1965.

Official Receiver in Bankruptcy–Leeds

WITH effect from October 1 the telephone number of the Official Receiver in Bankruptcy in Leeds will be changed to Leeds 28011/2.

GPO discusses export problems with postal equipment manufacturers

THE GENERAL Post Office announce that some 50 firms which manufacture postal machinery and equipment attended a meeting on September 16, at London's new Western District sorting office, to discuss the scope for expanding exports of their products. The meeting was called by Mr. Anthony Wedgwood Benn, the Postmaster General. Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade, was also present.

This meeting followed the setting up this year by the Post Office of a Postal Consultancy Service. The Post Office is already advising the Norwegian Post Office on the planning of a major letter and parcel sorting office in Oslo.

Purchasers Advice Bureau

THE FOLLOWING statement was issued by the Consumer Council on September 13:

The Purchaser Advice Bureau is a private organization offering a service to traders for a fee. The Consumer Council, the government-sponsored body, has seen the Bureau's literature which describes its aims as, among other things, the giving of information to the public about local trades and services and the reimbursement according to its guarantee of any member of the public who has suffered financial loss through failure by a trader member to honour a genuine complaint.

These aims have evidently led some traders to understand that the Bureau has some connection with the Consumer Council. This is not so. The Council works on quite different lines from those of the Bureau and does not sponsor any other organizations.

Fur industry for Northern Ireland

THORERS, who claim to be the world's oldest fur family – a father-to-son firm since 1612 – are to start a new company, Thorer (UK) Ltd., for the processing of furs in a 40,000 sq. ft. former linen mill at Muckamore, near Antrim, Northern Ireland. Thorer (UK) Ltd., has been formed by the Thorer Fur Processing Company of Cape Town and Thorer and Company of Offenbach, Germany.

The company hope to start production before the end of this year and will initially employ about 80 operatives, mostly men, who will be assisted by German technicians to attain a high degree of skill in fur processing. Initial production aim is the processing and dyeing of about 200,000 Persian Lamb skins a year. 'But', Mr. J. O. Thorer the principal partner said, 'we also process mink, otter, sheepskin, beaver, ocelot, sable, fox, and even antelope, lion and zebra furs – it is up to the Ulster workers just how far we get.'

Firm takes employees to Scotland

THE BRITISH-BASED subsidiary of the Hewlett-Packard Co. of California, manufacturers of precision electronic instruments, is taking a party of its workers and their families from Bedford on a 330-mile journey to Scotland on September 17, to have an on-the-spot look at the country and the people. In June, 1966 it is anticipated that the first phase of a £1½ million plant to be built by the British subsidiary, at South Queensferry overlooking the new Forth Road Bridge, will have been completed – and the opportunity will be given for all those at present employed at the Bedford plant to transfer to Scotland.

Rebate of duty on light oils for industrial turbine fuel

THE COMMISSIONERS of Customs and Excise have been authorized to allow the delivery of light oils at an effective rate of duty of 2d. per gallon (which is the rate of duty applicable to heavy oils) for use as fuel in industrial gas turbines of a capacity exceeding 400 brake horsepower.

This concession is available only to turbine operators who have obtained the prior authority of the Commissioners. Any operator who wishes to seek such authority should in the first instance consult his local Officer of Customs and Excise, from whom further details can be obtained.

Franco-British film co-production agreement

THE Franco-British Film Co-production Agreement, signed on September 21 in London by Mr. Walter Padley, Minister of State for Foreign Affairs, and His Excellency Geoffroy de Courcel, GCVO, MC, the French Ambassador, is the first to be made under Section 19 of the Films Act, 1960, which provides that films made in accordance with the terms of agreements concluded between Her Majesty's Government and any other country, may be treated as British national films. Thus, they will qualify for registration as British quota films, and as such will be eligible for levy and quota benefits. They will similarly qualify for French nationality and eligibility to the corresponding support measures made available by the French Government to French national films. By thus providing co-production films with a wider market and wider access to finance, it is hoped to stimulate production on an economic basis.

The Agreement, which sets out the conditions under which British and French film producers may co-operate in making films both in Britain and in France, will remain in force for successive periods of 18 months, and renewal will be by mutual consent.

Projects for co-production films must have a minimum production budget of £100,000, at least 30 per cent of which must be subscribed by the minority co-producer. Projects must be jointly approved by the British and French authorities.

All those working on co-production films must be nationals or residents of the United Kingdom or of France, except that, with the approval of the British and French authorities, leading artists from other countries may be employed in special circumstances.

French artists and technicians engaged in making or exploiting approved films and the equipment required for their making will be allowed free entry into Britain and vice versa. During the first period of the agreement approved films must be shot wholly in Britain and/or France.

During each period of the Agreement there will be an approximate equilibrium in the amount of investment in co-production films, in the usage of studios and laboratories, and in the employment of artists and technicians.

The two Governments will appoint a Mixed Commission to supervise and review the working of the Agreement.

A White Paper setting out the text of the Agreement in full will shortly be available, and there will be an Order in Council giving effect to the Agreement.

Notes:

1. Co-production Agreements have been in operation on the Continent for some years, and films made in accordance with such agreements (notably that between France and Italy) account for a substantial proportion of European film production.

2. The Board of Trade welcomes this agreement, which has the support of both sides of the films industry, and which it is hoped will stimulate closer and economic co-operation between the British and French industries. It should do much to increase the scope for British film producers in the European markets.

3. British films legislation provides that all exhibitors showing 35 mm. films to the public in Great Britain (except those whose weekly net box office takings are less than £125) must show a certain proportion of films registered as British quota films. The quotas are at present fixed at 30 per cent for first-feature films and 25 per cent for supporting programme material, although some measure of relief may be allowed in certain circumstances. Exhibitors are also normally required to pay a levy on box office takings for the benefit of British film production. The present rate of the levy is one-ninth of the amount by which the price of a cinema seat exceeds 11d., but exhibitors are exempt from the payment of levy in any week when their box office takings are less than £350. The total sum collected during the year ended October 12, 1964, was £4.2 million. This sum (after deduction of an amount paid as a grant to the Children's Film Foundation) is distributed to British films in proportion to their earnings in the United Kingdom.

4. French film production benefits from supports which are broadly similar in character and extent.

Imports of bananas from the Dollar Area

THE BOARD OF TRADE announced in Notice to Importers No. 1118, that the quota for imports of bananas from the Dollar Area during the 12 months commencing October 1, 1965 will be at the unchanged level of 4,000 tons.

Applications for licences under this quota can be considered only from previous licence holders and they should be accompanied by a return of imports in the following form:

> 'The value of fresh bananas originating in and consigned from the Dollar Area which were cleared through Customs by me/us acting on my/our own behalf or by a clearing agent on my/our behalf from October 1, 1964 to date was £.....c.i.f.
>
> Signature .....
> Status .....
> (Owner, partner, company director, company secretary)'
>
> Date .....

Applications, on form ILB/A, should be sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4, not later than October 7, 1965. Page 1 of the form should be completed and page 2 left blank; on page 3 and copies, only the applicant's name and address and the description of goods (fresh bananas) should be entered.

Imports of canned grapefruit from the Dollar Area

THE BOARD OF TRADE announced in Notice to Importers No. 1117 dated September 24, that the quota for imports of canned grapefruit from the Dollar Area during the 12 months commencing October 1, 1965 will be at the unchanged level of £450,000 c.i.f.

Applications from traders who received licences under the corresponding arrangements last year should be accompanied by a return of imports in the following form:

> 'The value of canned grapefruit originating in and consigned from the Dollar Area which was cleared through Customs by me/us acting on my/our own behalf or by a clearing agent on my behalf from October 1, 1964 to date was £.....c.i.f.
>
> Signature .....
> Status .....
> (Owner, partner, company director, company secretary)'
>
> Date .....

Applications will also be considered from newcomers who can give evidence of an interest in the trade.

Applications, on form ILB/A, should be sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4, not later than October 7, 1965. Page 1 of the form should be completed; on page 2, the value of the desired licence should be inserted; on page 3 and copies, only the applicant's name and address and the description of goods (canned grapefruit) should be entered.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, the United States, Venezuela.

Imports of grapefruit and orange juice from the Dollar Area

THE BOARD OF TRADE announced in Notice to Importers No. 1116 dated September 24, that the quota for imports from the Dollar Area of grapefruit juice and orange juice during the 12 months commencing October 1, 1965 will be at the unchangel level of £300,000 c.i.f. This is exclusive of unpasteurized frozen orange juice concentrate which may continue to come in from the area without restriction under the Open General Licence.

Applications from traders who received licences under the corresponding arrangements last year should be accompanied by a return of imports in the following form:

> 'The value of grapefruit juice and orange juice (other than unpasteurized frozen orange juice concentrate) originating in and

consigned from the Dollar Area, which was cleared through Customs by me/us acting on my/our own behalf or by a clearing agent on my/our behalf from October 1, 1964 to date was £.....c i.f.

Signature .....
Status .....
(Owner, partner, company director, company secretary)'

Date .....

Note: figures for the two varieties of juice need not be shown separately.

Applications will also be considered from newcomers who can give evidence of an interest in the trade.

Applications, on form ILB/A, should be sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4, not later than October 7, 1965. Page 1 of the form should be completed; on page 2, the amount of the desired licence should be inserted; on page 3 and copies, only the applicant's name and address and the description of goods (grapefruit juice and orange juice) should be entered.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, the United States, Venezuela.

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty as from December 31 on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
29.16	2-Hydroxy-*m*-toluic acid (—COOH=1)	6190
29.23	4-Aminocyclohexanol	8207
29.23	*N*-[2-(*m*-*n*-Butoxyphenoxy)ethyl] ethylammonium chloride	6174

Visit of Malaysian Minister of Works, Posts and Telecommunications

DATO V. T. SAMBANTHAN, PMN, Malaysian Minister of Works, Posts and Telecommunications has accepted an invitation to be a guest of HM Government and it is expected that he will be in the UK from October 9 to 20.

Commonwealth and Sterling Area Trade

84th Statistical Abstract

The latest edition of this annual publication which summarises the external trade of the Commonwealth and Sterling Area up to the end of 1963. The Abstract also contains tables on prices, production and consumption of selected commodities on population and balance of payments of Commonwealth Countries. **10s.**

(*by post* 10*s.* 7*d.*)

HMSO

Government publications can be purchased over the counter or by post from the Government Bookshops in London, Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller

NIGERIAN POSTAL ENGINEERS TRAIN IN BRITAIN

Twenty-one Nigerian post and telegraph engineers are seen here following their arrival in Britain for a six months' training course on Automatic Telephone and Electric Co. Ltd.'s 'Crossbar' telephone switching equipment at the Liverpool establishment of the Plessey Telecommunications Group. They are among the first to be trained by ATE in preparation for the second stage of Nigeria's Telecommunications Development Project programme and will study the maintenance and operation of the 'Crossbar' equipment to be installed in four large Nigerian telephone exchanges at Lagos, Port Harcourt and Enugu.

British overseas commercial representatives' visits during October to December 1965

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during October to December 1965.

CANADA (Ottawa)	*M. K. Butler	Second Secretary (Commercial)	November/December	In present post since early 1964.
CONGO (Leopoldville)	H. C. White	First Secretary (Commercial)	November/December	Previously HM Vice-Consul (Commercial) in South Africa (Durban).
ETHIOPIA (Addis Ababa)	I. McCluney	Junior Attache (Commercial)	November	In present post since early 1964.
FRANCE (Paris)	†A. J. Hannaford	Second Secretary (Commercial)	October/November	In present post since 1963.
GHANA (Accra)	K. B. Barratt	Second Secretary (Commercial)	December	Previously Assistant British Trade Commissioner in Borneo (Jesselton) and Malaya (Kuala Lumpur).
ISRAEL (Tel Aviv)	D. T. Wallis	Second Secretary (Commercial)	November	Previously Third Secretary (Commercial) in Indonesia (Djakarta).
KENYA (Nairobi)	L. Bevan	First Secretary (Commercial)	November	Previously Principal British Trade Commissioner in Ghana (Accra).
NIGERIA (Lagos)	C. E. Dymond	Counsellor (Commercial)	November/December	Previously British Trade Commissioner in Kenya (Nairobi).
SOUTH AFRICA (Johannesburg)	‡R. G. Bartley	HM Vice-Consul (Commercial)	October/November	In present post since 1963.
SPAIN (Madrid)	N. E. Cox	First Secretary (Commercial)	October/November	In present post since 1963.

*Deals mainly with Federal Customs and Tariff matters, including anti-dumping problems.
†Particularly concerned with specialized exhibitions and fairs.
‡Concerned mainly with engineering and capital goods.

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. A list of the Board's Regional Offices together with the areas covered, and the appropriate Office for Northern Ireland is given below. Those firms and organizations *other than* in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 16/20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX. 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, West Riding House, 4 Oxford Street, Workington, Cumberland. (Tel. Workington 3788).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. TELEX. 55265, Answer Back – BOT LEEDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, 76 Newton Street, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX. 66104, Answer Back–BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Lincolnshire (Parts of Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
P. J. L. Homan, Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221. TELEX. 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
D. A. Wilson, CBE, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
M. Weber, Prudential Buildings, Wine Street, Bristol 1. (Tel. Bristol 294821. Code:OBR 2. 294821. TELEX. 44214, Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
R. W. Daniel, CBE, Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49203, Answer Back – AGFIFOOD CARDIFF).

Scotland
The whole of Scotland.
C. J. A. Whitehouse, OBE, 314 St. Vincent Street, Glasgow, C.3 (Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness. (Tel. Inverness 30867. Code: OI N 3. 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. TELEX. 74578, Answer Back – GOVNI BELFAST).

New Books

Financial Times Export Conference (52 pages. Available free, postage 1s., from Financial Times, Bracken House, Cannon Street, London, E.C.4.) This publication is a verbatim report of the speeches given at the Financial Times Export Conference held at the London Hilton hotel, on March 30, 1965. The speakers included representatives from industry, market research, banking and the Foreign Office. From industry Mr. Donald Stokes of Leyland Motors spoke of his firm's methods of finding and holding markets abroad. Sir Thomas Bland deputy chairman of Barclays Bank, spoke on export financing, discussing the means by which exporters can raise financial assistance and provide the long term credit often required by the foreign buyer, and covering the part played by the banks, the Export Credit Guarantee Department and the finance houses. Mr. Eugene Melville, HM Minister (Commercial) in Bonn, discussed the best ways of selling British goods in Europe and also the kind of assistance which government services abroad can give the exporter looking for new markets. For 'Market Research' Mr. Walter H. Johnson, Jun., of Interpublic Group Inc., spoke on the United States market. The trend of his argument was that the size and buying power of the United States was so much greater than any other market abroad that British exporters could and should give far more effort to breaking into it because the size of the rewards would be correspondingly great. At present Britain was only skimming the surface of market potential in the United States. Mr. M. I. Prichard of F. Perkins ended the conference with a talk on organization for export, which he illustrated with charts which are reproduced at the end of the book. Ten minutes for questioning was allowed at the end of each paper and these together with the replies are included in the text of this collection of papers.

Japan: a Statist Survey (24 pages. Statist, St. Alphage House, Fore Street, London, E.C.2, 1s. 6d.). Included as a supplement in the *Statist* for September 10, 1965, is a survey of various aspects of the Japanese economy. It contains 12 short signed articles, amongst which are 'Prospects for British Exporters in the Japanese Market', by W. P. N. Edwards; 'Management Training', by the Chairman of Hitachi Ltd.; and, 'Japan's Aid to Developing Countries', by the President of the Overseas Economic Co-operation Fund.

Regional Analysis of Special Fund Assistance: Progress Report (43 pages. United Nations Information Centre, 14-15 Stratford Place, London, W.1. Free, but only limited supply available). The United Nations Special Fund, established in 1959, seeks to raise the productivity of the low-income countries by demonstrating where investment is feasible and by creating conditions to make it more fruitful. Broad regional patterns of assistance are discernible in the programme as a whole; in Africa it is the opening up of new land areas and the strengthening of educational and training facilities; in Latin America it is the development of resources and manpower for industry; in Asia the emphasis is on improving the technological foundations of agriculture and industry; and the Middle East is mainly concerned in overcoming such problems as shortage of water supplies and land erosion. This report describes the progress achieved by a cross-section of projects in these areas, illustrating the major emphases of pre-investment work in each. It also contains information on the 522 projects approved between May 1959 and June 1965.

Statistiques et Indices du Commerce Extérieur (203 pages. Institut National de la Statistique et des Etudes Economiques, 29 quai Branly, Paris 7e). This is a revised edition of a manual first published in 1952, and is one of a series published by INSEE dealing with French official statistics on various subjects. The first chapter describes the organization for the collection and publication of external trade statistics and covers such topics as coverage, commodity classification, valuation and country classification. The chapter ends with a critical survey of the resulting publications. After a short theoretical chapter on the application of index numbers to external trade statistics there follows a detailed description of all the series of index numbers of French external trade, both for volume and value of trade, that have been calculated since the beginning of the century. The overall annual index numbers of volume of external trade since 1901, and the value since 1948, are reprinted for ease of reference. The book concludes with a brief account of the work of various international organizations in the field of external trade statistics, with a brief account of their publications.

Mutual Funds and Unit Trusts: a Global View, by C. O. Merriman (375 pages. Sir Isaac Pitman & Sons Ltd., 55s.). This book is in three parts; section one deals with Great Britain and is basically a revision of the author's *Unit Trusts and how they work* (2nd ed. 1959), section two deals with the United States, and section three with overseas developments in 21 countries, a short chapter being devoted to each country. The section on Great Britain takes up a third of the book and deals with the general history, development and working of unit trusts since 1868. The section on the United States includes a tabular comparison between United Kingdom unit trusts and United States mutual funds. A useful feature of the book is the numerous appendices that outline legislative requirements, constitution, by-laws, regulations, accounts etc. of some of the funds and trusts in the various countries.

Capital Gains Tax, by G. S. A. Wheatcroft (397 pages. Sweet and Maxwell. Paperback edition 35s., hardback 50s.). This study is claimed as the first detailed guide to the new tax to be published. Although intended primarily for solicitors and accountants, it will be of considerable interest to stockbrokers, bankers, land agents and other professional men whose clients' activities will inevitably come within the new tax provisions. The author considers trading gains, short term gains and capital gains, devoting a special section to each. He discusses the computation of such gains, and the application of the tax to each category. The concluding chapter sums up the likely effects of the Finance Act of 1965, and the changes likely to occur in the procedures adopted to carry through many business and private transactions. Appendixes reprint the relevant schedules of the 1962 and 1965 Finance Acts.

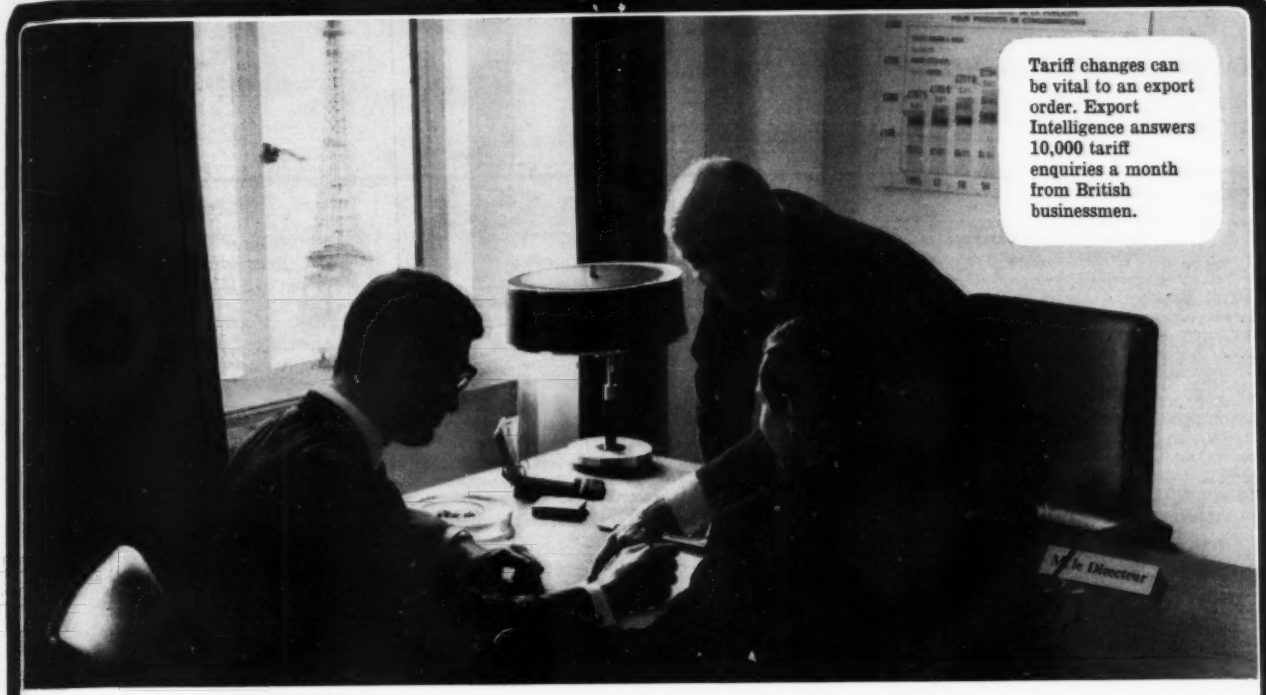
Company Law Reform, by K. W. Wedderburn (20 pages. Fabian Society, 11 Dartmouth Street, London, S.W.1. 2s. 6d.). This pamphlet, published as Fabian Tract No. 363, presents a socialist's view of three aspects of company law reform. Professor Wedderburn discusses adaptation in the requirements for the disclosure of information, the place of the concept of 'shareholders' democracy' in company law when company management in the larger companies is increasingly independent of control by shareholders, and modifications of company law to take account of interests not now recognized by it, for example those of employees. He suggests there should be a broad study of company law and practice to answer the question: What are the modern conditions appropriate in our society on which private capital in a mixed economy can be allowed the privilege of incorporation with limited liability? Amongst Professor Wedderburn's proposals are: the establishment of employees' rights in company law; that an obligation to engage in collective bargaining should be made a condition of incorporation with limited liability; and that the needs of the 'public interest', of the consumer, and of the employee, should be considered in framing disclosure requirements.

Office Automation, by W. H. Scott (103 pages. Organization for Economic Co-operation and Development. 15s., by post 15s. 7d., from HM Stationery Office and Government Bookshops). This is the first report to be published in a new series on 'Industrial relations aspects of manpower policy', the object of which will be to assist an understanding of the needs of a manpower policy at enterprise and job levels, and to help in devising means of minimizing the problems raised for individuals by the resulting changes. The present work is a progress report on studies which are being carried out by research institutes in five European countries of initial computer installations in selected firms. A preliminary report on these studies was published in 1962 (*Office Automation and the Non-Manual Worker,* by W. H. Scott, OECD), when most of the installations under investigation were at the 'settling-in' stage. Now Dr. Scott has edited reports on 'post-change' conditions in the English, French, Swedish and West German firms studied, and has himself contributed an introduction and conclusion which provide a systematic picture of the main conclusions arising from these studies as a whole. Three 'practical priorities' for firms considering introducing office automation are identified; the importance of thorough planning and prior systems analysis; the need for the changes to be actively sponsored and supported by key persons at all levels in the firm; and the need for management to start from the correct principles, to minimise the problems for employees.

Bank Accounts. Summary of Research carried out by National Opinion Polls Ltd. for Thomas De La Rue International Ltd. (Single copies from Mrs. M. R. Newlands, The De La Rue Co. Ltd., De La Rue House, 84-86 Regent Street, London, W.1). This survey of a representative sample of 2,000 adults in Great Britain, carried out during July 1965, provides information on the proportion of the population possessing personal bank accounts, and includes analyses of account holders by social class, by region, and by frequency and method of payment of wages or salary. It also indicates reasons given for not holding an account. Of particular interest are the survey's findings on attitudes to payment of wages by cheque or credit transfer among those now paid by cash.

'TRADE FAIRS HELP EXPORTS'—BOOKLET

A new edition – the sixth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British Exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade regional office or from Trade Fairs Publicity Section, Information Division, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Tel. Abbey 7877, Ext. 2636. (Ref. GD 5891/G).



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10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

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Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
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London (South Eastern Counties)
TATe Gallery 4355 Telex 25991
London (Eastern Counties)
TATe Gallery 6271 Telex 25991
Manchester
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Newcastle 27575 Telex 53178
Workington 3788

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Oct. 5 .	Passenger, load-carrying and dual-purpose vehicles including:	Ordnance Storage and Disposal Depot, Ruddington, Nr. Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Rolls-Royce and Austin Princess limousines, Ford and Morris saloons, Land Rovers, Austin 'Champs', Bedford coaches, heavy duty trucks, tractors and breakdown vehicles, low-loading, tank transporting and other trailers (10 cwts. to 40 tons), mobile tankers (100 to 2,500 gallons), excavators, tractors, angledozers, bulldozers, mobile cranes, plant ancillaries and spares.

Oct. 14 .	Machine tools and general stores including:	Technical Stores Sub-Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).

Centre and precision lathes; drilling and tapping machines; pillar, bench and portable electric drills; pneumatic concrete breakers; chipping and rivetting hammers; grinders; sanders; saws and blowers; heavy duty air compressors; picks; drills; bending, rolling and folding machines; welders; remetallizing and soldering and brazing outfits; pipe and bolt screwing machines; screw cutting tools; bench and sleeving presses; tyre inflation and paint spraying plants; reboring and honing machines; vehicle washing pumps; sparkplug cleaners; electric test benches; Smith's hearths and forgers; degreasing plants; planing and thicknessing machines; instrument and watchmakers' lathes; plate, roll film and aircraft cameras; process lens, projectors, epidiascopes and enlargers; refrigeration units; generator sets; Megger insulation testers; Avo universal testers; electrical and test instruments; paint; wood packing cases; trailer trucks.

Catalogues for the sales shown may be obtained from the appropriate auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – MACHINE TOOLS

Horizontal jig borer; radial and pillar drills; cylindrical, universal, surface and tool grinders; capstan, centre and shell turning lathes; horizontal and vertical millers; nosing press; openside planer, shaping, tapping, folding, centreing machines; hardness tester, etc.

Location: Ordnance Storage and Disposal Depot, Rotherwas, Hereford.

Application for tender forms should be made to Ministry of Defence (AD), Directorate of Sales (Sales 4 (b) (ii)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. October 19, 1965. Permission to view on presentation of tender form only.

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1965	Stores	Location	Auctioneers
Oct. 12 & 13	Miscellaneous stores and equipment – mostly furniture in small lots.	Royal Air Force, Yatesbury . . .	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
Oct. 21 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053 and 4211).
Nov. 11 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

Polebrook Airfield – Sale of Buildings. *Description*: Approximately 9-129 acres of land with 1 'J' type and 2 T.2 type Hangars *in situ*, total floor area about 116-400 square feet. Suitable for agricultural storage and distribution. *Location*: Former R.A.F. Station, Polebrook. 10 miles from Peterborough, 3 miles from Oundle, Northants. Sale by auction Angel Hotel, Peterborough on **Wednesday, September 29, 1965 at 3 p.m.** *Auctioneers*: Norman Wright & Partners, 26 Priestgate, Peterborough (Tel. 67361), from whom detailed particulars and plan can be obtained.

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
Oct. 5 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

Government Publications

required by customers in the North of England may be obtained quickly from

Her Majesty's Stationery Office, 39 King Street, Manchester 2

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	134	129	118	103	132	108	140	146	133	+177	+ 89	+29	+55
1964	124	128	144	138	123	106	153	121	164	184	153	+482	+332	+44	+47
1963 4th quarter	122	124	138	132	120	105	142	109	151	168	145	+121	+ 61	+23	+35
1964 1st quarter	123	127	141	136	123	105	148	116	156	176	152	+ 87	+ 79	+ 2	+ 3
2nd quarter	123	128	142	136	121	105	151	121	155	184	149	+164	+126	+ 5	+12
3rd quarter	124	128	145	139	123	106	155	121	169	188	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	141	124	107	160	128	174	186	158	+108	+ 50	+31	+15
1965 1st quarter	128	132	150	145	126	108	160	138	162	187	161	+ 52	+ 49	—11	+11
2nd quarter		131•				106		131•	163•				+ 71•	—15•	+ 6
1965 January	..	133	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	131	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131•	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..	132•	..	..	..	107	..	..	..	..	..	..	..	..	..
June	..	131•	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..		..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	117	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	136	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	.	130	130	+ 96
1964	162	124	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—374
1963 4th quarter	136	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964 1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965 1st quarter	169•	121	128·8	+4·5	109·7	128·3	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	+ 6
2nd quarter	169•	127•	132·0	+5·2	111·0•	129·0•	155·8	293	— 60	—58	288	+55	+33	152	141	
1965 January	165•	123	128·7	+4·6	109·2	127·9	153·4	363	+ 26	+41	221	— 1	— 1	145	136	..
February	166•	122	128·7	+4·5	109·8	128·3	153·6	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169•	121	129·1	+4·4	110·0	128·8	154·5	341	— 15	—19	249	+20	+10	147	143	..
April	167•	123•	131·6	+5·5	110·9	128·9	155·3	313	— 28	—20	274	+25	+14	149	143	..
May	167•	123•	132·1	+5·1	111·3	129·2	156·0	297	— 16	—23	287	+13	+ 9	157	140	..
June	169•	127•	132·4	+4·9	110·7•	129·3•	156·7	268	— 29	—33	302	+15	+13	148	139	..
July		126•	132·4	+4·9	110·4•	129·5•	158·9	264	— 4	—15	296	— 6	+ 3	152	154	..
August			132·7	+4·7	110·3•	129·6•		279	+ 15	+10	282	—14	— 9	156•	144•	

† Not seasonally adjusted. • Provisional.

United Kingdom trade in August

A shortened version of this article appeared in last week's issue of the Board of Trade Journal.

Summary

Exports in August, though lower than the record figure for July, were above the average for the year so far. It seems likely that the underlying trend in recent months has been upward. Imports were high in August, but an exceptionally large rise in food imports more than accounts for the increase over July. In the last three months imports have been little higher than the average of the preceding three months. The trade deficit over the first eight months of this year has averaged little more than half the average rate of last year, but in the last three months has increased.

Trade balance

The trade deficit in August was £52 million, seasonally adjusted. The adverse balance in July, now estimated at £5 million, was exceptionally small. Over the last three months the deficit has averaged £30 million a month (compared with £50 million a month in the same period last year) and in the first eight months of 1965 £27 million a month. compared with £46 million a month in 1964.

Exports

Exports in August were £391 million, seasonally adjusted. There is always uncertainty in month to month movements; there is additionally, at the present time, the effect of the change of date of August Bank Holiday on holiday patterns, and hence on the monthly figures during the summer, which cannot be assessed. The average for the three months June to August of £395 million is 2½ per cent higher than the average for the previous three months, and 8 per cent more than the same months of 1964. These latest figures lend confirmation to the suggestion in last month's results that the recent trend has been upwards. So far this year the value of exports has been at a rate rather more than 5 per cent above the monthly average for 1964 and 6 per cent higher than in the first eight months of last year.

North America continues as the most buoyant market for United Kingdom exports. Canada as well as the United States shared in the increase. Exports to the overseas sterling area in June-August have been erratic and on average a little below the peak reached earlier this year, though with the New Zealand market showing a high rate of increase. Exports to Europe seem to have flattened out in recent months despite increases to the buoyant German market. Latin American and Eastern European markets have been showing little growth, but exports to other countries in June-August were

United Kingdom trade

TABLE 1 (A)
TOTALS
Seasonally adjusted values £ million per month

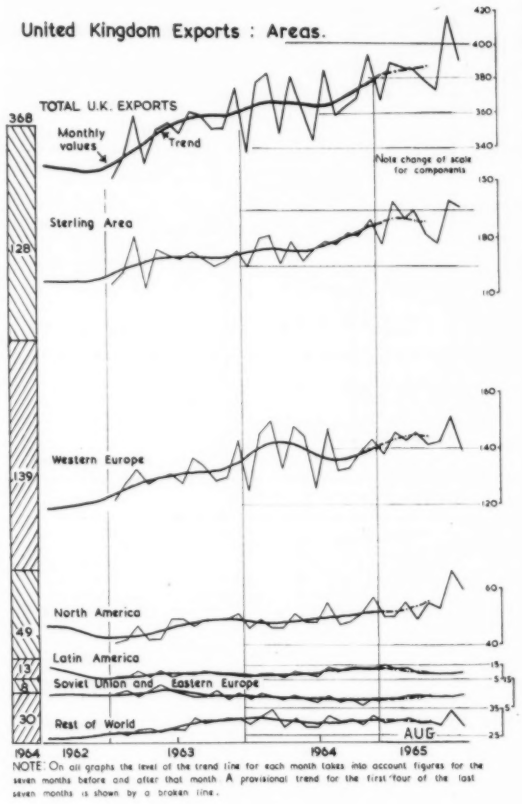
	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—46
1964 1st quarter	367	469	12	—42
2nd quarter	365	477	13	—48
3rd quarter	363	476	14	—52
4th quarter	377	478	13	—42
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—40*
1965 February	390	440	14	+10
March	388	469	13	—18
April	387	477	13	—30*
May	379	501	13	—56*
June	376	472	14	—34*
July	418	485	17	— 5*
August*	391	500	15	—52*
1965 March-May	385	482	13	—35*
June-August*	395	486	15	—30*

*Provisional estimates.

TABLE 1 (B)
TOTALS
Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	474·4	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	383·2	484·9	13·3
1965 1st quarter	373·9	464·8	13·6
2nd quarter	401·7	487·0	14·0
1965 July	419·4	495·3	15·6
August*	355·5	452·9	12·8

*Provisional estimates.



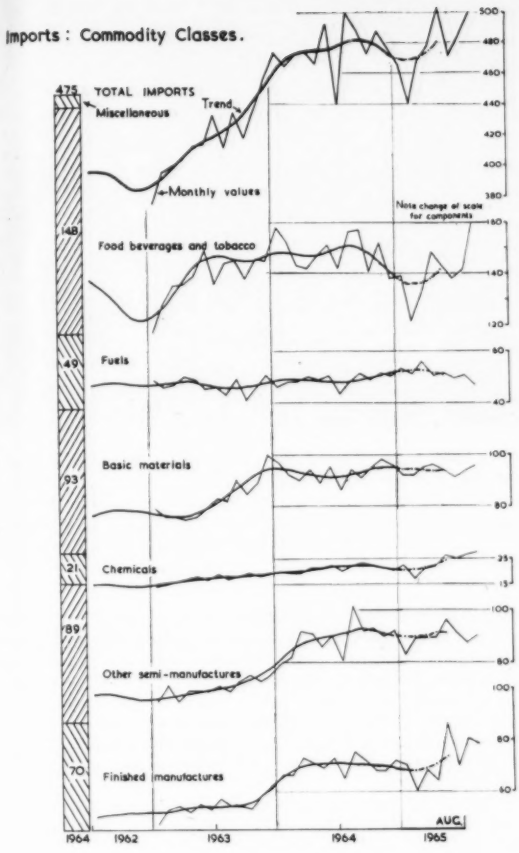
NOTE: On all graphs the level of the trend line for each month takes into account figures for the seven months before and after that month. A provisional trend for the first four of the last seven months is shown by a broken line.

Table 2 – United Kingdom exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1964 3rd quarter	128	135	71	51	50	12	8	30	363
4th quarter	133	138	74	52	52	14	7	31	377
1965 1st quarter	136	143	74	56	52	15	8	31	383
2nd quarter	133	143	75	55	53	12	9	30	381
June	128	142	74	54	53	12	9	29	375
July	142	151	78	57	66	13	9	35	418
August*	141	139	74	52	59	13	10	29	391
March-May	136	144	74	57	53	13	9	30	385
June-August*	137	144	75	54	59	13	9	31	395

*Provisional estimates.



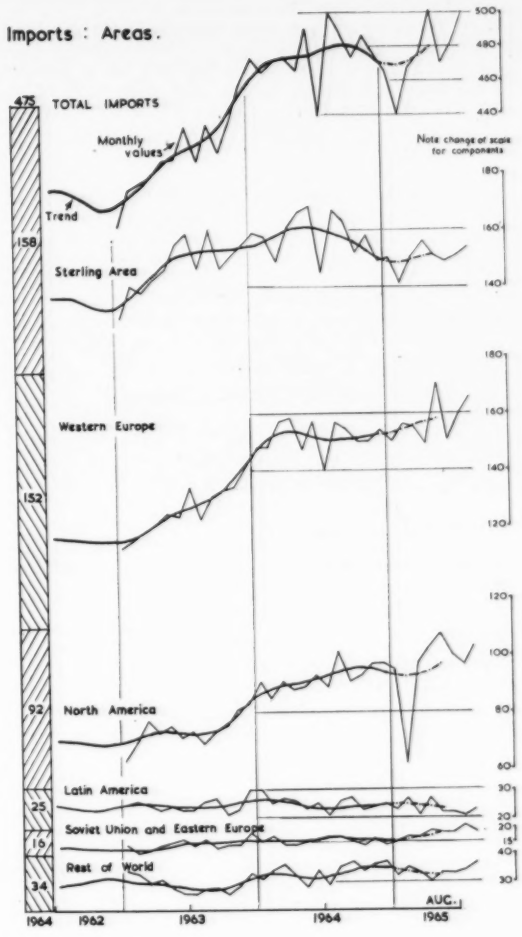


Table 4 – Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly average or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic materials	Chemicals	Other semi-manufactures			
1964 3rd quarter	152	48	204	91	22	91	70	5	476
4th quarter	143	51	209	96	21	92	69	7	478
1965 1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
June	139	50	208	91	26	91	70	6	472
July	141	51	206	94	26	87	80	6	485
August*	159	48	212	95	27	90	78	6	500
March-May	142	53	210	95	23	92	72	6	482
June-August*	146	50	209	93	26	89	76	6	486

*Provisional estimates.

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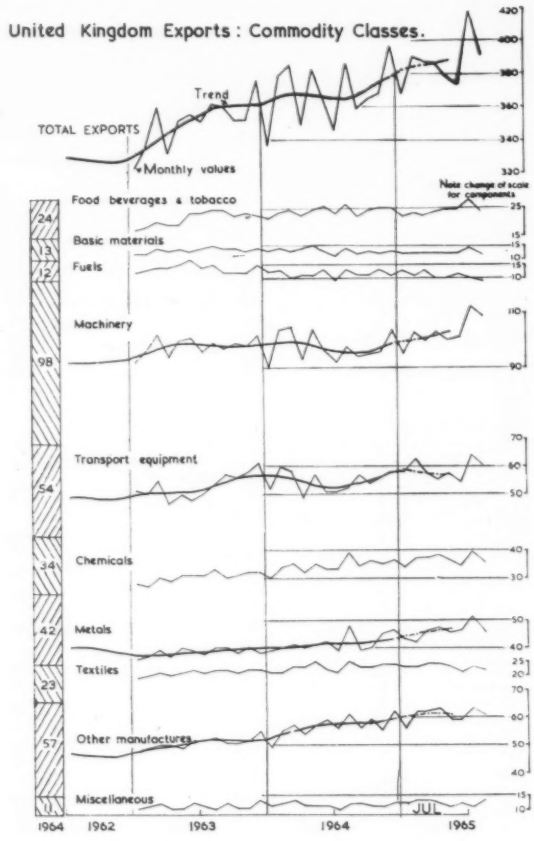
higher than in the preceding three months.

Machinery has been an important contributor to the increase in our exports, and exports of transport equipment and of metals and metal manufactures have been running at a higher level. Chemical exports seem to have levelled out after rising in the early months of this year and exports of textiles seem to have turned down slightly.

Imports

Imports in August increased to £500 million, seasonally adjusted. Food imports, which tend to fluctuate erratically from month to month, were exceptionally high in August, rising by £19 million, seasonally adjusted. In the three months June-August, total imports averaged £486 million a month, not quite 1 per cent more than in the preceding three months. In the first eight months of this year the average value of imports has been slightly higher than the average for the year 1964, and not quite 1 per cent more than in the first eight months of last year.



Textile machinery incorporating an entirely new British process developed by the Shirley Institute and manufactured by Dykon Limited of Macclesfield, being loaded into a British United Air Ferries Carvair at Southend Airport. The machinery was flown to the E. Mettler-Muller AB-SA Rorsach textile group in Switzerland.

The main rise in imports in the latest three months compared with the preceding three months has been in finished manufactures, in chemicals and in all three sectors of the food, drink and tobacco category. Against this, there were slight decreases in the other main categories of imports – fuels, basic materials and semi-manufactures other than chemicals. Among manufactured goods, higher imports of machinery and transport equipment accounted for most of the recent increase but imports of clothing and other manufactures were also higher.

A large share of the increase in imports in recent months has come from the United States. There have also been smaller increases in imports from most other main sources except Latin America and Canada, which have shown moderate decreases during this year.

Notes:

Detailed particulars of United Kingdom imports, exports and re-exports will be published on September 29* and further analysis of the figures will be found in the form of tables in the monthly *Report on Overseas Trade*† for October due to be published on or about October 27.

Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and are liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.), is mis-

(*Continued on next page*)

Table 3 – United Kingdom exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Food beverages and tobacco	Basic materials	Fuels	Manufactures									
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	Miscellaneous	Total
					Total	Machinery	Road motor vehicles	Other transport equipment						
1964 3rd quarter	23	12	11	306	148	95	43	10	35	42	23	58	11	363
4th quarter	25	13	12	314	154	98	47	9	35	43	24	59	11	377
1965 1st quarter	23	12	12	322	159	100	46	14	36	44	23	60	13	383
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
June	24	12	11	317	155	101	46	8	34	46	21	59	12	375
July	27	14	11	354	176	113	50	14	39	51	25	63	11	418
August*	24	12	9	335	169	109	48	12	36	46	22	61	14	391
March-May	23	12	11	326	158	101	46	11	37	46	23	61	12	385
June-August*	25	13	10	335	167	108	48	11	36	48	23	61	12	395

*Provisional estimates.

Table 5 – Imports : Areas

Seasonally adjusted £ million c.i.f. monthly average or calendar months

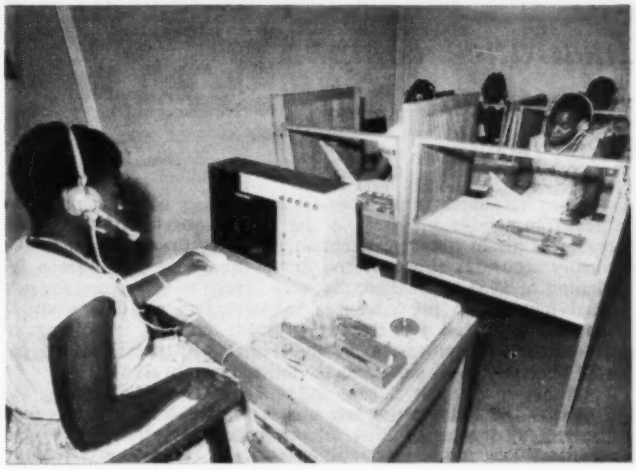
	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1964 3rd quarter	157	150	94	24	17	33	476
4th quarter	152	151	96	24	16	36	478
1965 1st quarter	147	154	85	24	16	33	458
2nd quarter	153	157	103	24	19	32	485
June	149	150	100	22	18	33	471
July	152	160	98	20	21	34	485
August*	153	165	102	23	19	37	500
March-May	153	158	103	23	18	32	482
June-August*	151	159	100	22	19	35	486

*Provisional estimates.

leading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowances for goods not covered by the Trade Accounts.

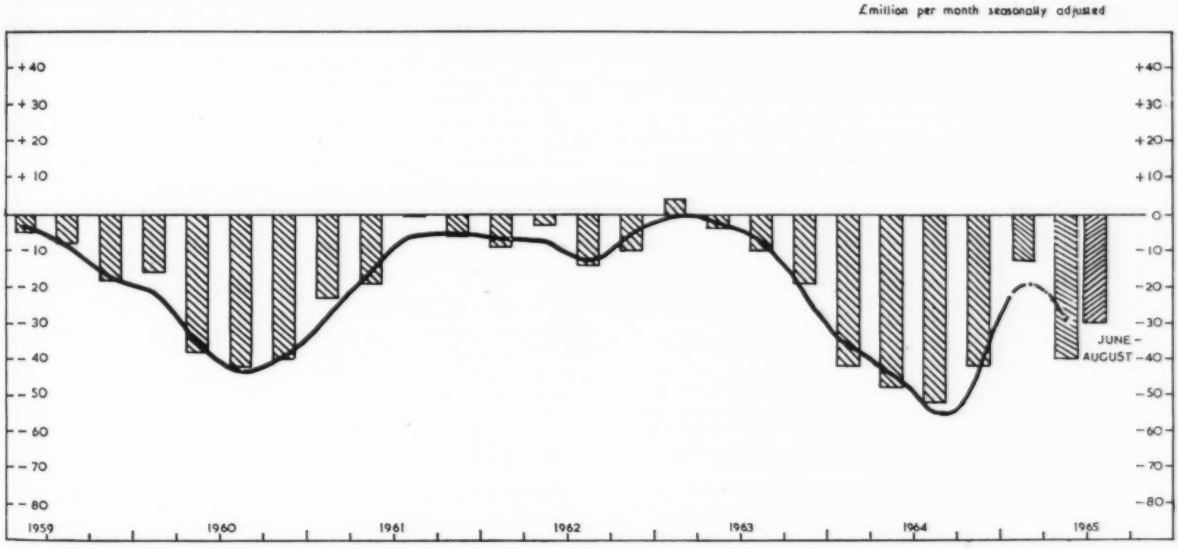
* Accounts relating to the Overseas Trade of the United Kingdom, August 1965. HM Stationery Office. Price 30s., by post 31s.

† Report on Overseas Trade, published by HM Stationery Office. Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.



Students at work in the Rank Language Laboratory at High Ridge Teachers' Training College, Nairobi. All the equipment was supplied by Rank Audio Visual of London.

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

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Insurance companies' investment falls in second quarter

THE MOST SIGNIFICANT features of the statistics of insurance companies' transactions in assets in the second quarter of 1965 were the sharp falls in net investment in public sector securities and in company securities (both at the lowest quarterly levels since the beginning of 1963 when these statistics began) which, despite a substantial increase in net advances in mortgages and loans and a sharp rise, compared with the two previous quarters, in holdings of cash and short-term assets, brought total net investment to the lowest quarterly level since the second quarter of 1963.

Total net investment during the quarter, at £137 million, was £36 million less than in the first quarter and £34 million less than in the second quarter of 1964. In the first six months of 1965, the companies have added £309 million to their assets, nearly a tenth less than in the corresponding period of 1964.

Life funds

The pattern of investment by life funds changed in the second quarter, less money being invested in public sector securities (£12 million compared with £36 million in the first quarter and £33 million in the second quarter of 1964) and less in company securities (£39 million compared with £80 million and £83 million respectively). Net investment in ordinary shares, in particular, was at a low level (£11 million), less than half the level in the previous quarter and well below the level in 1964. Investment in debentures fell off to a much smaller extent. Mortgages and loans, on the other hand, attracted more money in the second quarter of 1965 (£49 million compared with £42 million in the first quarter and £25 million in the second quarter of 1964), in part perhaps because borrowers tend to seek alternative sources of funds for house purchase when building societies are restricting loans (house purchase loans at £23½ million were £3½ million up on the previous quarter and over 2½ times the level in the same quarter a year ago). Despite a net increase of £18 million in holdings of cash and short-term assets (mainly local authority bills and temporary money), total net investment by life funds fell to £140 million, £27 million less than in the first quarter of 1965 and £23 million less than in the second quarter of 1964.

General funds

General funds were net sellers of public sector securities for the second successive quarter, but at a much higher level – £8 million compared with £1 million in the first quarter, but showed more interest in preference shares in the second quarter with net purchases of £8 million compared with £1 million each respectively in the previous quarter and the second quarter of 1964. General funds had a total net disinvestment of £3 million in the second quarter of 1965, some £9 million less than their net investment in the previous quarter.

Notes:

The statistics relate to United Kingdom insurance companies which are members of the British Insurance Association and to collecting friendly societies. The figures exclude direct investment in overseas branches or subsidiaries, and also exclude assets held by, or on behalf of those branches, even if they are held in the United Kingdom.

Transactions are recorded at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized. Fuller definitions are given in the *Board of Trade Journal* of July 2, 1965 (page 18). The figures have been rounded and totals are not always equal to the sums of their components.

Transactions at cash values in assets of insurance companies

£ million

Assets	Life Funds					General Funds					Combined Funds				
	Net Investment 2nd qtr. 1964	Net Investment 1st qtr. 1965	2nd quarter, 1965			Net Investment 2nd qtr. 1964	Net Investment 1st qtr. 1965	2nd quarter, 1965			Net Investment 2nd qtr. 1964	Net Investment 1st qtr. 1965	2nd quarter, 1965		
			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	— 8·7	— 11·6	13·7	9·8	+ 3·9	— 0·4	— 4·2	2·4	3·7	—1·3	— 9·1	— 15·8	16·1	13·5	+ 2·6
Over 5 and up to 10 years	— 1·7	+ 4·3	6·0	8·6	— 2·6	— 3·9	+ 1·6	0·4	2·7	—2·2	— 5·7	+ 6·0	6·5	11·3	— 4·8
Over 10 and up to 15 years	— 0·2	+ 16·3	8·2	8·5	— 0·3	— 0·1	+ 0·5	0·2	0·8	—0·5	— 0·3	+ 16·7	8·5	9·3	— 0·9
Over 15 years	+ 34·2	+ 14·9	38·3	25·8	+ 12·4	+ 1·4	+ 0·5	0·3	1·6	—1·2	+ 35·5	+ 15·4	38·6	27·4	+ 11·2
Undated	+ 6·0	— 2·0	3·2	7·1	— 3·9	—	+ 0·1	—	0·1	—0·1	+ 5·9	— 1·9	3·2	7·1	— 3·9
United Kingdom local authorities, etc., securities	+ 3·0	+ 14·1	7·9	5·1	+ 2·8	+ 0·2	+ 0·3	2·9	5·2	—2·2	+ 3·3	+ 14·4	10·8	10·3	+ 0·5
Total of public sector securities	+ 32·6	+ 36·0	77·4	65·0	+ 12·4	— 2·9	— 1·1	6·3	13·9	—7·6	+ 29·7	+ 34·8	83·7	78·9	+ 4·8
Other investments:															
Company securities:															
Ordinary shares	+ 39·1	+ 24·8	41·5	30·4	+ 11·1	+ 5·1	+ 5·9	8·6	6·0	+2·6	+ 44·2	+ 30·7	50·0	36·4	+ 13·6
Preference shares	+ 5·4	+ 1·1	4·0	8·5	— 4·5	+ 0·8	+ 0·8	8·0	0·3	+7·8	+ 6·2	+ 1·9	12·0	8·7	+ 3·3
Debentures, etc.	+ 38·4	+ 54·4	41·5	9·6	+ 31·9	+ 1·4	+ 0·7	2·1	2·4	—0·3	+ 39·8	+ 55·1	43·6	12·0	+ 31·5
Mortgages and loans:															
Home – House purchase loans	+ 8·6	+ 19·9	40·1	16·6	+ 23·5	+ 0·8	+ 0·5	2·1	0·9	+1·2	+ 9·3	+ 20·4	42·2	17·5	+ 24·7
Other mortgages and loans	+ 16·2	+ 21·5	35·5	10·3	+ 25·2	+ 1·5	+ 0·5	0·5	0·3	+0·2	+ 17·6	+ 22·0	36·0	10·5	+ 25·5
Overseas	+ 0·2	+ 0·3	0·5	0·4	+ 0·1	—	+ 1·0	0·3	0·1	+0·1	+ 0·2	+ 1·3	0·7	0·5	+ 0·2
Overseas government, etc., securities	— 1·1	— 1·3	1·1	1·3	— 0·2	+ 0·5	— 0·3	2·7	3·3	—0·5	— 0·6	— 1·6	3·8	4·6	— 0·7
Land, property and ground rents	+ 11·4	+ 22·2	24·0	1·8	+ 22·2	+ 0·8	+ 0·9	1·1	5·8	—4·7	+ 12·2	+ 23·1	25·1	7·6	+ 17·5
Other investments	— 0·1	— 0·1	0·2	0·2	—	+ 0·5	—	1·0	0·7	+0·2	+ 0·4	—	1·2	1·0	+ 0·3
Total of other investments	+118·2	+142·8	188·4	79·1	+109·3	+11·3	+10·0	26·3	19·8	+6·5	+129·5	+152·8	214·7	98·9	+115·8
Total of investments	+150·8	+178·8	265·8	144·1	+121·7	+ 8·4	+ 8·9	32·6	33·7	—1·1	+159·2	+187·6	298·3	177·8	+120·6
			Balances					Balances					Balances		
			Mar. 31, 1965	June 30, 1965				Mar. 31, 1965	June 30, 1965				Mar. 31, 1965	June 30, 1965	
Cash and other short-term assets:															
Cash in hand and with UK banks	+ 9·6	— 16·0	23·8	29·3	+ 5·5	+ 3·4	— 0·4	37·2	37·3	+0·1	+ 12·9	— 16·4	61·0	66·6	+ 5·6
UK local authority bills and temporary money	— 2·6	+ 1·6	25·3	37·8	+ 12·5	+ 1·7	+ 0·1	11·2	11·5	+0·2	— 0·9	+ 1·7	36·5	49·3	+ 12·8
Other short-term assets	+ 4·9	+ 2·1	5·7	5·6	— 0·1	— 5·1	— 2·5	23·0	21·1	—1·9	— 0·2	— 0·3	28·8	26·7	— 2·0
Total cash and other short-term assets	+ 11·9	— 12·3	54·8	72·7	+ 17·9	—	— 2·8	71·5	69·9	—1·6	+ 11·8	— 15·1	126·3	142·6	+ 16·3
Total net investment	+162·6	+166·5			+139·6	+ 8·4	+ 6·1			—2·7	+171·0	+172·6			+136·8

— = nill or less than £·05 million.

New information on the motor trades, laundries, dry cleaners and hairdressers

MONTHLY FIGURES showing changes in the turnover of the motor trades, of laundries and dry cleaners and of hairdressers from January 1963 to June 1965 are published for the first time in this article. They are being made available through the help of a large number of firms in these trades who are providing voluntarily to Statistics Division of the Board of Trade monthly figures of their business. The new series will be published regularly in the *Board of Trade Journal*.

Monthly figures of the turnover of the retail trade have been published for many years and since 1960 there have also been available figures of the turnover of the catering trades. These two series provide valuable up-to-date indications of the trend of business in two important sectors in the economy. At the same time they throw light on the trend of spending in shops and catering establishments and thus help to assess the way in which the demand for goods and services is moving. It has, however, been felt that these two series did not cover a sufficiently large proportion of the outlets selling goods and services. In 1964 the total turnover of the retail and catering trades was about £12,000 million. The turnover covered by the additional trades now surveyed was about £3,000 million in 1964 (after making a deduction for transactions between motor traders) so that the new monthly inquiries will add appreciably to the value of the monthly results.

While the additional coverage of the laundry, dry cleaning and hairdressing trades will help towards completing the information on spending on goods and services it is the addition of the motor trades to these inquiries which is probably the most significant. Not only have these trades a large turnover but their business is subject to sharper fluctuations than that of most other trades. They have, in recent years, together with the motor vehicle manufacturing industry, become more important within the economy and with the continuation in the underlying upward trend in the demand for cars for some years yet, the motor trades are likely to increase their share of economic activity.

Results of the monthly inquiry

Motor trades

The figures now published show the considerable expansion which took place in motor trade business during 1963 and 1964 and indicate that the expansion was being replaced, in the second quarter of 1965, by modest falls in turnover as compared with a year earlier.

The key element in the expansion of 1963 and 1964 was the growth of sales of new motor vehicles which, valued at current prices, rose by 19 per cent in 1963 and by 20 per cent in 1964. During 1964, however, as the quarterly figures show, the increases on the quarter a year earlier fell from 33 per cent to 12 per cent. The 12 per cent increase was repeated for the first quarter of 1965 but for the second quarter sales of new vehicles were 9 per cent below a year earlier.

Sales of secondhand vehicles grew more slowly in 1963 and 1964 than did sales of new vehicles but showed significant increases of 8 per cent and 11 per cent, respectively. After an increase of 6 per cent in the first quarter of 1965 there was no change in the level of sales in the second quarter as compared with a year earlier.

The movement of all other sales and receipts, largely made up of sales of petrol, oil, spares and accessories together with receipts for repairs and servicing, indicated that in 1963 (a 7 per cent increase) and in 1964 (an 8 per cent increase) the ancillary services required by motorists increased substantially with the growth in the number of motor vehicles on the road, though, as might be expected, the rate of growth was lower than that for sales of vehicles. During the first six months of 1965, however, while vehicle sales have levelled out and even fallen as compared with a year earlier the motor trades' business of servicing and repairs, selling petrol, accessories, etc., was still expanding to meet the demands of the increased number of road vehicles. It seems likely, as the run of past figures suggests, that turnover from these activities will not suffer such sharp fluctuations as sales of motor vehicles.

Laundries and dry cleaners

The total receipts of laundries and dry cleaners have been rising fairly steadily since the beginning of 1963; allowing for month-to-month irregularities the percentage changes each quarter on a year earlier have been about 4 per cent. For 1964 as a whole receipts were up by 15 per cent on 1961, dry cleaners being slightly above and laundries slightly below this increase. It is interesting to note that, in both trades, receipts show seasonal variation and that it is in the second quarter of the year that business is heaviest.

Hairdressers

Receipts of hairdressers have shown modest increases averaging about 2 to 3 per cent per annum. The series for men's hairdressers and men's hairdresser-tobacconists is influenced by the sales of tobacco and other goods which, in 1961, accounted for about a third of their total turnover; this may explain the way in which receipts vary over the months of the year, being particularly high in December. In the second kind of business for which separate figures are given – women's hairdressers and men's and women's hairdressers combined – sales of goods are much less important and in 1961 only about 7 per cent of the receipts were from men's hairdressing.

Price changes

The series which are published in this article relate to the receipts of the trades covered at current prices; no adjustments have been made to allow for any price changes over the period covered in the goods or services provided. Price changes may, however, be important in interpreting the trend of business. In the motor trade, for example, comparison of sales in 1963 with those in 1962 should take into account the changed level of purchase tax on new cars: in April 1962 the Budget reduced a purchase tax rate of 55 per cent to one of 45 per cent and in November the rate was further reduced to 25 per cent. The effect of this latter reduction was to decrease the price of new cars by about an eighth. Thus, in real terms, the increase between 1962 and 1963 was somewhat greater than the increase in the value of sales at current prices.

In the laundry and dry cleaning trades and in the hairdressing trades the rate of increase in turnover at current prices has been fairly modest and higher prices have played a large part in bringing about the increased turnover in money terms. Some indication of the changes in prices in these trades is provided by the sub-group index for 'Other Services' published by the Ministry of Labour as part of the Index of Retail Prices. This index includes domestic help, hairdressing, boot and shoe repairing, laundering and dry cleaning and in June 1965 showed an increase of 16 per cent on its base date, January 16, 1962. Since the coverage of this index is wider than that of the series given in this article it cannot be used precisely but only as an approximate indication of the effect of price changes.

It is hoped in due course to supplement these series at current prices by series showing changes in the volume of turnover. There are, however, difficulties in constructing appropriate price indices for the goods and services concerned, particularly in the case of the motor trades; for example, when the price of a car model is raised at the same time as improvements are made in its specification it is difficult to assess how much, if any, of the rise is due simply to a change in price and how much is due to the improvements in quality.

Scope and coverage

The monthly inquiry in the motor trades covers businesses classified to Minimum List Heading 887 of the Standard Industrial Classification, that is, those engaged in the wholesale or retail distribution of motor vehicles (including motor cycles), tyres, parts and accessories, in the repair and servicing of motor vehicles and in the retail distribution of petroleum products.

The statistics are based upon the results of the Inquiry into the Motor Trades relating to the year 1962, made under Section 1 of

Continued on page 687

Table I. Motor trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	141(b)	141	140			124	144	153	147	136	136						
	1964	+13	+22	+13	+11	+9	+31	+30	+11	+18	+5	+16	+8	+10	+14	+5	+14	+8
	1965	+5(b)	+11	—1			+7	+9	+14	Nil	—1	—4						
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	162(b)	172	151			144	176	192	165	142	147						
	1964	+20	+33	+18	+16	+12	+42	+42	+22	+28	+3	+23	+12	+17	+20	+4	+24	+7
	1965	+1(b)	+12	—9			+6	+11	+15	—11	—9	—8						
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	137(b)	132	142			107	138	148	162	142	126						
	1964	+11	+21	+12	+7	+3	+45	+39	Nil	+14	+7	+15	+4	+2	+13	+2	+7	Nil
	1965	+3(b)	+6	Nil			+3	+2	+12	+12	—3	—7						
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	124(b)	118	129			115	119	121	126	129	131						
	1964	+8	+10	+7	+8	+9	+15	+14	+3	+8	+6	+9	+6	+6	+10	+7	+7	+12
	1965	+10(b)	+12	+9			+11	+10	+14	+10	+9	+7						

NOTE: The 1962 values quoted above incorporate minor revisions to the figures for 1962 originally published in the *Board of Trade Journal* of April 17, 1964.

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. For example the period covered by June 1965 turnover was the five weeks from May 30, 1965, to July 3, 1965; the corresponding period in 1964 was from May 31, 1964, to July 4, 1964.

(b) Cumulative figures for January to June compared with corresponding period of 1964.

Table II. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a)

1961 = 100

Kind of business (Turnover in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	119(b)	114	124			111	114	117	120	129	124						
	1964	+4	+3	+5	+3	+5	+9	+8	—4	+7	+1	+7	+3	+4	+2	+4	+4	+7
	1965	+4(b)	+4	+4			+2	+2	+8	+1	+8	+3						
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119(b)	116	121			115	116	118	115	126	121						
	1964	+4	+3	+5	+3	+5	+9	+5	—2	+8	+1	+7	+3	+5	+2	+4	+5	+6
	1965	+4(b)	+4	+3			+1	+3	+8	Nil	+10	+1						
Dry cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	121(b)	111	130			103	111	117	128	135	127						
	1964	+4	+3	+4	+2	+6	+9	+12	—7	+5	+1	+7	+3	+3	+2	+6	+4	+8
	1965	+4(b)	+4	+4			+3	+1	+7	+2	+6	+5						

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See notes (a) and (b) to Table I.

Table III. Hairdressers

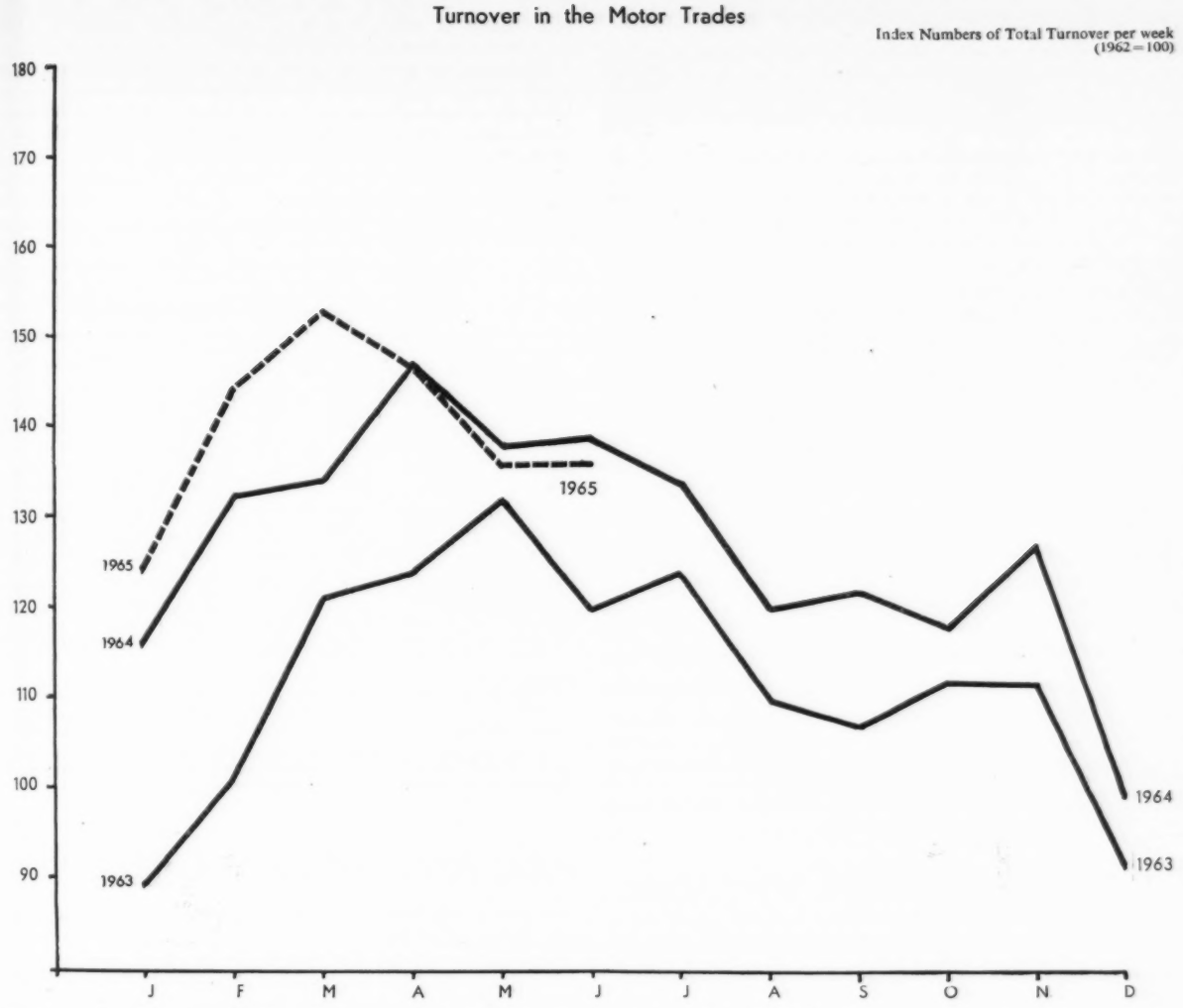
Index numbers of turnover per week and percentage changes on a year earlier (a)

1961 = 100

Kind of business (Turnover in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	110(b)	106	114			103	105	108	114	113	114						
	1964	+3	+5	+1	+3	+2	+10	+7	+1	+1	+1	+2	+1	+4	+3	Nil	+4	+3
	1965	+2(b)	+1	+3			+1	+1	+1	+4	+1	+3						
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	110(b)	109	112			111	108	107	108	111	117						
	1964	+4	+5	+4	+4	+4	+10	+5	+2	+5	+3	+3	+3	+8	+2	+4	+4	+3
	1965	+3(b)	+4	+3			+2	+4	+5	Nil	+1	+6						
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	109(b)	105	114			100	105	108	117	114	113						
	1964	+2	+5	+1	+2	+2	+9	+8	Nil	Nil	Nil	+1	Nil	+3	+4	—1	+3	+3
	1965	+2(b)	Nil	+3			+1	Nil	—1	+5	+2	+2						

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See notes (a) and (b) to Table I.

Turnover in the Motor Trades



the Statistics of Trade Act, 1947, which were published in the *Board of Trade Journal* of April 17, 1964. About 2,000 firms, accounting for about 16 per cent of the total turnover of the trade and about 20 per cent of the turnover attributed to new vehicle sales, contribute monthly figures. These include a high proportion of the very large firms (more than half of the 288 organizations shown in the 1962 Inquiry to have an annual turnover in excess of £1 million) but response from smaller businesses has not been so forthcoming and coverage here has some deficiencies which it is hoped to remedy in the future.

Contributors are classified by their detailed kind of business as shown in the 1962 Inquiry and the results are compiled separately by turnover size groups so that the final estimates reflect appropriately the structure of the trade and are, as far as possible, free from any bias in the reporting panel.

As well as information on their total sales and its dissection into the three main components shown in the table contributors also report each month the total of their purchases of vehicles other than purchases direct from manufacturers. This figure which covers purchases taken as trade-ins and purchases from other motor dealers of new cars (e.g. purchases by a retail dealer from a main distributor) as well as purchases of secondhand cars within the trade is not being published on a monthly basis. It is used each quarter to estimate the total net sales of new and used vehicles by the motor trades and hence personal expenditure on motor vehicles. (The procedure is described in greater detail on page 95 of National Income and Expenditure, 1965).

The statistics of laundries and dry cleaners and of hairdressers are based upon the results of the Census of Distribution and Other Services for 1961 (Tables 13-16 and 20 to 22 of Part 14 of the Census Report) except that in the present series launderettes are not included. In 1961 the turnover of laundries was about £67 million and of launderettes just under £6 million. Because of the rapid establishment of new outlets in this trade it is probable that launderettes are now relatively more important. It has not, however, been possible to keep an up-to-date list of the newly opened businesses so as to present figures which show the growth of the trade. A panel of launderettes in existence in 1961 do contribute to the inquiry but their figures, which show much the same experience as laundries, have not been included.

Contributing firms of laundries and dry cleaners cover about 300 organizations accounting for about half the turnover of these trades. About 1,000 hairdressers contribute each month but as this is a trade where small businesses predominate the panel does not account for a very high percentage of the total turnover.

Calculation of results

The monthly index numbers are calculated in essentially the same way as are the monthly index numbers of retail trade as described in the *Board of Trade Journal* of February 12, 1965. In brief the benchmark inquiry provides figures for the base year by kind of business and within some kinds of business by turnover size groups. For motor trades the benchmark inquiry was that for 1962 mentioned above and for the other trades the Census of Distribution and Other Services for 1961. Contributors are arranged in similar kinds of business/turnover size group cells and using their experience estimates are made by the ratio method of the turnover in each cell for the current month. Total estimates of turnover are the aggregation of these component estimates and from these totals the index numbers are calculated. The compilation process is carried out on the Board's Leo III computer.

Orders in the textile and clothing industries

THE ESTIMATED volume of orders-on-hand in the grouped textile and clothing industries at the end of July was 1 per cent less than at the end of June. The rate of deliveries in July was 3 per cent more than in July 1964, while the rate of receipt of net new orders was 18 per cent more.

The varying incidence of annual summer holidays may, of course, affect the figures for a single month and they should be interpreted with caution. Changes in the monthly rate of receipt of orders, for example, should not by themselves be taken to imply similar sharp changes in production; they may lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1964 1st quarter	121	103	99
2nd quarter	124	100	97
3rd quarter	113	82	93
4th quarter	124	113	102
1965 1st quarter	121	97	99
2nd quarter*	127	103	98
1964 May	126	104	96
June	124	90	95
July	120	75	87
1965 May*	123	103	102
June*	127	102	93
July*	126	88	90

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
(*c*) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
* Provisional.

List of principal statistical series ready

A QUICK GUIDE to the statistical information collected by Government Departments became available on September 17, with the publication of a 36-page booklet prepared by the Central Statistical Office, entitled 'List of Principal Statistical Series Available'. The booklet gives for each statistical series the source, name of publication, together with a short account of what each series covers.

The booklet is designed to meet the needs of all who use or consult official, economic, financial or regional statistics, which have greatly increased in volume and variety since the war.

The booklet, which is No. 11 in the series of Studies in Official Statistics, is published for the Central Statistical Office by HM Stationery Office, price 4s. 6d. (by post 5s.).

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

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Gloves and Mittens for April-June 1965.
Lace for April-June 1965.

Index of retail prices August 1965

AT AUGUST 17 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 112.9 compared with 112.7 at July 13. The rise in the index during the month was due mainly to higher prices for eggs and milk and higher charges for radio and television licences, which were partly offset by lower prices for fresh vegetables.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in July was 1 per cent less than in July 1964.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 5 and 1 per cent less respectively, compared with July 1964. The rate of production of tops was 1 per cent less.

Output of the wool textile industry

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets)(*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958.	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959.	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960.	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961.	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962.	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963.	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964.	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1964 1st quarter	117·9	77·9	84·0	61·9	41·9	39·1	8·4
2nd quarter	110·1	70·4	83·0	59·5	45·6	37·1	6·8
3rd quarter	92·1	57·7	74·5	52·8	44·4	32·9	7·7
4th quarter	98·1	59·3	84·5	59·1	45·2	39·2	10·0
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
1964 May	33·8	21·2	25·6	18·8	14·5	11·4	2·0
June	36·5	23·3	28·6	20·0	16·9	12·9	2·6
July	34·0	22·2	27·1	18·6	17·4	11·7	2·2
1965 May	35·6	22·4	28·4	19·4	15·0	12·5	2·1
June	32·9	20·1	27·1	18·7	15·3	11·3	2·3
July	31·7	21·0	24·1	17·2	16·6	11·5	2·4

(*a*) Including hair. (*b*) Estimated. (*c*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Production in the cotton industry

THE VOLUME of production in the cotton industry in July was 1 per cent less than in July 1964.

Statistics issued by the Cotton Board show that in the period January-July 1965 the amount of cloth woven and the amount of yarn doubled was 2 and 3 per cent more respectively than in the corresponding months of 1964. The output of single yarn remained at much the same level.

(*All figures are weekly averages*)

	Single yarn (a)		Doubled yarn		Woven Cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1964 July	8·15	2·14	2·26	2·09	12·2	8·1
August	9·70	2·84	2·36	2·19	20·1	11·3
September*	9·63	2·79	2·56	2·31	19·2	11·6
October	10·37	3·14	2·76	2·49	20·9	12·6
November	10·35	3·19	2·83	2·50	21·2	12·8
December*	8·96	2·70	2·51	2·11	18·1	11·0
1965 January	10·17	3·09	2·82	2·43	20·7	12·6
February	10·32	3·10	2·84	2·46	21·3	12·8
March*	10·11	3·09	2·77	2·45	20·8	12·6
April	9·03	2·78	2·51	2·21	19·7	11·8
May	10·12	3·13	2·78	2·56	21·5	13·0
June*	7·67	2·38	2·13	1·95	19·6	11·7
July	7·90	2·20	2·25	2·15	12.3	8·5

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks †53-week period.

Retail sales in N. Ireland in July

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in July was 8 per cent higher than a year earlier, compared with increases of 7 per cent in June and 6 per cent in May.

Food shops and household goods shops showed increases in July of 6 per cent and 11 per cent respectively on a year earlier, while clothing and footwear shops showed an increase of 7 per cent on the previous year.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1964 1st quarter	105	+ 8	114	+ 7	95	+ 7	104	+ 9	96	+11
2nd quarter	109	+ 3	115	+ 4	104	Nil	106	+ 4	103	+ 5
3rd quarter	113	+ 8	117	+ 9	104	+ 4	114	+ 5	112	+10
4th quarter	128	+ 5	123	+ 6	133	+ 1	125	+ 3	133	+ 8
1965 1st quarter	111	+ 6	123	+ 7	97	+ 2	109	+ 4	103	+ 8
2nd quarter	116	+ 7	122	+ 6	112	+ 7	115	+ 8	111	+ 7
1964 July	108	+ 7	111	+ 7	97	+ 5	108	+ 6	112	+ 7
August	114	+ 9	116	+ 8	107	+ 4	121	+15	114	+11
September	116	+ 9	123	+13	108	+ 3	112	— 4	112	+13
October	115	+ 6	115	+ 4	117	+ 4	115	— 2	113	+13
November	122	+ 4	121	+ 5	130	— 1	134	+ 6	113	+ 4
December	146	+ 6	133	+ 8	153	+ 1	127	+ 6	172	+ 7
1965 January	106	+ 5	115	+ 5	87	— 4	110	+ 3	105	+11
February	116	+10	128	+11	101	+ 9	125	+ 6	104	+11
March	111	+ 4	124	+ 6	102	+ 1	92	+ 5	101	+ 2
April	108	+ 4	114	+ 1	99	+ 5	108	+ 9	105	+ 8
May	123	+ 6	124	+ 4	127	+ 7	128	+11	114	+ 7
June	118	+ 7	127	+ 7	109	+11	110	+ 5	113	+ 6
July	116	+ 8	118	+ 6	103	+ 7	119	+11	122	+ 9

CONSUMER COUNCIL SHOPPING FILM

*The Consumer Council has sponsored its first film 'Out Shopping' (made by the Film Producers Guild) to advise housewives on the dangers of indiscriminate shopping. Its approach is light-hearted, as seen above, to encourage its use by women's organizations, schools and holiday camps. The film, which is in black and white and runs for 18½ minutes, is obtainable on free loan from Sound Services Ltd., Wilton Crescent, S.W.*19.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, September 17, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
No Adults Please	Br/E 30649	29	September 13	Border Film Productions (London) Ltd.	Border Film Productions (London) Ltd.
Look at Life Series 27:					
Down in the Dumps	Br/E 30663	9	September 13	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
In the Livery	Br/E 30664	9	September 13	" "	" "
The Temples of Egypt	Br/E 30669	19	September 15	Contemporary Films Ltd.	John Tunstall, International Travel and Industrial Film Productions.
Pathe Pic. Series 560/572:					
Pathe Pic. No. 560	Br/E 30675	8	September 16	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pic. No. 561	Br/E 30676	8	September 16	" "	" "
Pathe Pic. No. 562	Br/E 30677	9	September 16	" "	" "
Pathe Pic. No. 563	Br/E 30678	8	September 16	" "	" "
Pathe Pic. No. 564	Br/E 30679	9	September 16	" "	" "
Movietone News 1892A	Br/E 30392	8	September 17	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1893	Br/E 30393	7	September 17	" "	" "
Pathe News 65-74	Br/E 30472	8	September 17	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-75	Br/E 30473	8	September 17	" "	" "
			FOREIGN		
Mirage	F 30547	109	September 13	Rank Film Distributors Ltd.	Universal International Films Inc.
Bus Riley's Back in Town	F 30648	91	September 13	" "	" "
Jungle Drums of Africa:					
Ep. 1 – Jungle Ambush	F 30650	20	September 13	New Realm Pictures Ltd.	Republic Pictures Corp.
Ep. 2 – Savage Strategy	F 30651	13	September 13	" "	" "
Ep. 3 – The Beast Fiend	F 30652	13	September 13	" "	" "
Ep. 4 – Voodoo Vengeance	F 30653	13	September 13	" "	" "
Ep. 5 – The Lion Pit	F 30654	13	September 13	" "	" "
Ep. 6 – Underground Tornado	F 30655	13	September 13	" "	" "
Ep. 7 – Cavern of Doom	F 30656	13	September 13	" "	" "
Ep. 8 – The Water Trap	F 30657	13	September 13	" "	" "
Ep. 9 – Trail to Destruction	F 30658	12	September 13	" "	" "
Ep. 10 – The Flaming Ring	F 30659	13	September 13	" "	" "
Ep. 11 – Fridge of Death	F 30660	12	September 13	" "	" "
Ep. 12 – The Avenging River	F 30661	13	September 13	" "	" "
Anyone Can Kill Me	F 30562	72	September 13	E. J. Fancey Productions Ltd.	Sofradis, Paris.
Josef Kilian	F 30665	40	September 14	Contemporary Films Ltd.	Ceskoslovensky Filmexport, Prague.
Diamonds of the Night	F 30666	64	September 14	" "	" "
The Executioner	F 30667	91	September 14	" "	Madrid Films SA, Madrid 6.
Secret Paris	F 30568	84	September 15	Antony Balch Films Ltd.	Ulysse Production, Paris.
Crows Fete	F 30670	7	September 16	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.
Wonders of Kentucky	F 30571	20	September 16	" "	" "
The Collector	F 30672	120	September 16	" "	The Collector Company.
Well Worn Daffy	F 30673	7	September 16	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.
Pancho's Hideaway	F 30674	7	September 16	" "	" "

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LONDON, THE historic capital of one of the world's leading trading nations, has been a major business centre for centuries. In the present era of accelerated communications it has rapidly become recognized as the gateway to the Continent of Europe.

Mr. J. D. McGuffie,

The ever-increasing numbers of business visitors and holiday-makers from overseas now visiting this country have made tourism Britain's largest dollar earner and fourth largest export over all. This fact is perhaps not enough appreciated. The sales endeavour and investment by the British Travel Association and marketing men working for the carriers and hotels is bringing a rich harvest. They have recently been joined by the London Tourist Board, which is helping with the co-ordination of the individual promotion campaigns and successfully instigating several of its own.

The relatively short summer season has caused many London hotels to diversify their interests into other fields not previously connected with the everyday business of hotel-keeping. Trade fairs and product presentations have led to conferences and conventions. In recent years quite a number of London hotels have been building and developing facilities suitable for such events.

The importance of conferences and conventions

Just how important are conventions and conferences to London? The answers are important: Firstly, the contribution of foreign currency helps Britain's export programme. Then again they are one of the most lucrative sources of off-season business to transportation companies and hotels. Overseas visitors also bring benefits for shops, restaurants and many of the other companies providing ancillary services. Conventions are also one of the few known methods of attracting large numbers of people to areas they might not otherwise visit.

Is London equipped to cater for such traffic? The answer is emphatically – Yes. If you doubt this statement then ask one of the party of 24 top American convention organizers who visited London for a week last November to study the capital's convention facilities and attractions. They expressed the opinion that London has everything a convention city requires. This is praise indeed from American experts.

It is also perfectly true that London has better airport and communication systems than many other cities in Europe. Great improvements have been made in road, rail and airline services in recent years. Why, then, the apparent lack of demand for London as a convention centre?

There are several answers – a lack of flexibility with dates on the part of conference organizers (they can't all be held in June and July), insufficient publicity of existing facilities, and until recently a relatively narrow choice of suitable venues, are only some of them. However, the problems are rapidly disappearing as great progress has been made in the past few years, and many long-term plans for the future are now off the drawing-board.

Amongst the leading companies responsible for the recent development in this field are some of the hotel groups such as Grand Metropolitan Hotels, now owning 18 hotels with over 6,000 beds in the central area; Oddenino's, whose latest hotel is the Royal Garden; and the American Hilton organization. Each of these companies has recently built a new hotel in Central London offering convention facilities for groups of more than 500 people.

Even before the Europa, Royal Garden and Hilton had been built, experts were studying the requirements of the convention planners. The latest in audio/visual airs, air-conditioning, stage lighting and ancillary facilities have been installed, and the banqueting manager of the 1960's is as used to arranging for a bulldozer to enter an exhibition hall, and a multi-language conference, as he is to arranging a formal banquet or reception.

Each of the three hotel groups mentioned are backed by central Sales Departments, who are experts when it comes to handling large groups of people. They can handle any size of conference or convention, and are only too willing to place their expert local knowledge at the disposal of the organizer. Whether it's sight-seeing, transportation, block bookings for theatres or night-spots, or the arrangements for a ladies' programme – they can and will help the harassed organizer – because it's all part of their job.

A large number of existing hotels and halls have also recently invested a large amount of money in improving their existing

The Royal Garden Hotel, Kensington, which was opened on September 15, is the newest addition to London's first-class hotels. The conference facilities are of the highest technical standards and include a closed circuit television system which extends to the bedrooms, projection booths and a Press gallery, and permanent equipment for simultaneous translation.

facilities. Notable examples of such developments include the Kensington Palace Hotel, where £500,000 has been spent, and a major construction job at the Mount Royal Hotel at Marble Arch, where the new Hyde Park Suite will enable the hotel to offer first-class facilities for a residential conference for up to 300 persons at an approximate inclusive price of about £5 per day. The fact that every bedroom in the hotel has a private bath will cause many an experienced organizer to investigate the possibilities there.

Future developments now beyond the drawing-board stage include the extension of the amenities provided by the Festival Hall and another major development on the South Bank which will incorporate conference/exhibition facilities with another huge hotel. In addition Townway Holdings (National Car Parks) have just announced plans for a hotel/apartment development incorporating conference facilities in the Portman Square area, and the Hotel and Motel Division of the Rank Organisation is planning a mammoth project in the Bayswater Road.

Rolls-Royce on display at the Europa Hotel, Grosvenor Square.

The number of people attending conferences and conventions is increasing annually. There is a growing world-wide thirst for 'know-how'. There is also a genuine desire to communicate and exchange information with opposite numbers overseas by scientists, economists, professional people and businessmen. The progressive recognize this trend as a new market and natural extension to the existing tourist trade.

The interested parties in London are now putting an aggressive promotional campaign into operation and intend to collect more than their fair share of this lucrative new business.

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Thousands flock to British exhibition in Tokyo

THE SKIRL of the pipes and drums of the Argyll and Sutherland Highlanders heralded the opening by Princess Chichibu of the £2 million British Exhibition in Tokyo on September 17. As soon as the gates to the Hanumi exhibition ground opened thousands of visitors streamed through to see what the 400 British firms were displaying on their stands covering an area of some 300,000 square feet. In addition 200 other British firms have staged special displays in the department stores and shops in the city.

Speaking before the opening, Mr. Takeo Miki, the Minister for Japanese International Trade and Industry, said that Britain's industrial standards which had been upheld with pride since the time of the industrial revolution, had attained the highest possible levels. 'I am convinced that the exhibition will further strengthen the fabric of Anglo-Japanese friendship and contribute in no small measure to the expansion of commercial and economic relations.'

Mr. Douglas Jay, President of the Board of Trade, said: 'We are convinced that in quality, design and value for money, British products are as good as any in the world, and better than most.'

Speaking later at a luncheon, he called for realization of the 'huge' growth potential of Anglo-Japanese trade, but warned Japan she must buy as much from Britain as she sold in Britain. 'The first conclusion is that Britain and Japan are doing much less trade with one another in the world of today than they might be and could be.' He believed that Britain and Japan too long thought of one another simply as industrial competitors with apparently divergent interests, 'whereas in fact there is enormous scope for an exchange of products between us.'

He warned that Britain had to move cautiously at present to allow the Government to correct the 'serious excess' of her total imports and to secure a balance of payments position which would sustain sterling and permit adequate investment abroad in developing countries. 'We thus have to be sure that any increased purchases we make from Japan are balanced by increased purchases by Japan in return," he said.

Mr. Jay said that another reason for British caution was that some British industries, notably cotton textiles, 'have been so sweepingly reorganized to meet the changing demand of the modern world that it is essential for future modernization to proceed at a steady planned rate and not by violent disruptive change'.

He noted that British exports to Japan were running at only about £50 million sterling a year, about one per cent of her total exports of £5,000 million sterling. In return only a little more than one per cent, or £70 million sterling per year, of Britain's total imports of over £5,000 million sterling came from Japan.

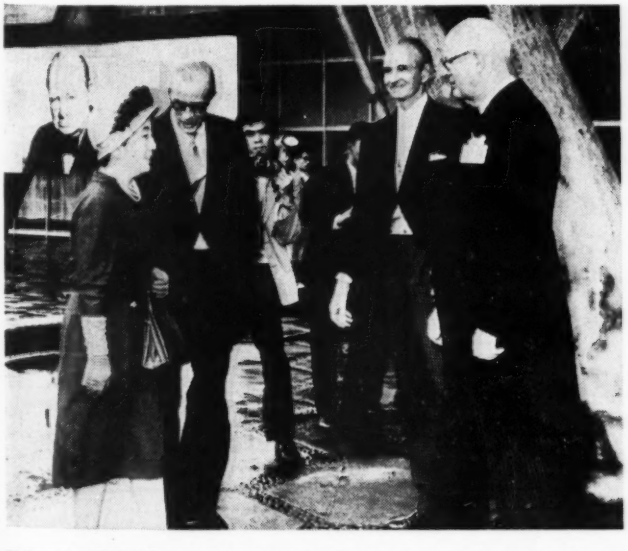
'Nevertheless if one turns to the future, I am sure these figures prove that there must be a huge potential, not yet released, for growth in Anglo-Japanese trade.'

Mr. Jay said Britain was now Japan's second main supplier of power generating plant and her principal supplier of agricultural machinery. 'One most promising prospect lies in the sale of industrial products, particularly machinery, aircraft, vehicles and special equipment.'

Mr. Jay met Mr. Eisaku Sato, the Japanese Prime Minister, Mr. Etsusaburo Shiina, the Foreign Minister, and Mr. Takeo Miki, the Minister of International Trade and Industry.

(*Continued on page* 695)

Mr. Douglas Jay, President of the Board of Trade (right) and Sir Norman Kipping, chairman of BOF Ltd., at the fair.



Princess Chichibu, who opened the Fair, is introduced by Sir Francis Rundall, HM Ambassador in Tokyo (second left) to Mr. Douglas Jay, President of the Board of Trade (second right) and Sir Norman Kipping, chairman of British Overseas Fairs Ltd. (right).

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ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla BLC, Lima.

The INTERNATIONAL Building Exhibition

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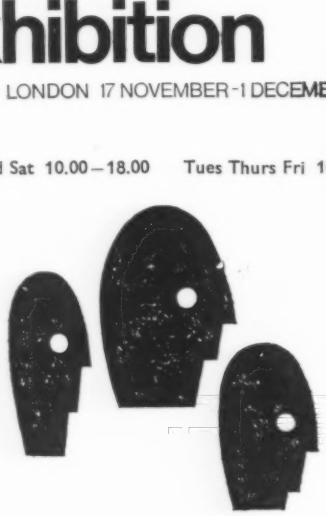
Mon Wed Sat 10.00—18.00 Tues Thurs Fri 10.00—20.00



The 1965 Exhibition brings together the largest group of exhibitors under one roof serving the building industry. This year's theme, Building for People, will be brought to life at stands throughout Olympia, where exhibitors will be demonstrating how the building industry fulfils the needs of many kinds of people.

A series of conferences will be held during the Exhibition.

Further information from
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CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Europe	*Sept.* 3	*Dec.* 3
United Kingdom	*Aug.* 6	*Nov.* 5
Outside Europe	*July* 2	*Oct.* 1

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1 (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland; 3558, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.
** indicates event which is held annually at approximately the time stated.*
† indicates event which is held alternate years at approximately the time stated.

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on September 3, August 6 and July 2.

EUROPE

Additions

AMSTERDAM: INTERNATIONAL HOTEL, CAFE AND RESTAURANT EXHIBITION – January 3-6, 1966.
* Apply, Rai Gebouw H.V., Internationaal Tentoonstellingscentrum, Europaplein 8, Amsterdam.

BERLIN: INTERNATIONAL GREEN WEEK – January 28-February 6, 1966.
* Apply, Berliner Ausstellungen, Berlin. Charlottenberg 9, Hammarskjold Platz 1-7.

AMSTERDAM: INTERNATIONAL COMMERCIAL VEHICLE EXHIBITION – February 3-13, 1966.
† Apply, Netherlands Cycle and Automobile Industry Association, Europaplein 8, Amsterdam, Z.1.

COPENHAGEN: INTERNATIONAL BOAT EXHIBITION – February 8-13, 1966.
* Apply, Scandinavian Boat Show Ltd., Skindergade 29, Copenhagen.

GOTHENBURG: SWEDISH BOAT SHOW – February 11-20, 1966.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

OUTSIDE EUROPE

Additions

SAN FRANCISCO: NATIONAL SPORTS AND BOAT SHOW – February 4-13, 1966. At Cow Palace.
* Apply, National Sports and Boat Show, 325 Pacific Avenue, San Francisco 11, California.

SAN FRANCISCO: GIFT SHOW – February 6-9, 1966.
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

NEW YORK: 16TH INTERNATIONAL TOY AND TRADE FAIR – March 6-11, 1966.
* Apply, International Trade Shows, 545 Fifth Avenue, New York 17, N.Y.

JOHANNESBURG: RAND EASTER SHOW – March 29-April 11, 1966.
* Apply, Witwatersrand Agricultural Society, PO Box 4344, Johannesburg.

TORONTO: ANNUAL CONVENTION AND EXHIBITION OF THE ONTARIO MEDICAL ASSOCIATION – May 9-13, 1966. At Royal York Hotel.
* Apply, Mr. A. K. Gillies, Ontario Medical Association, 244 St. George Street, Toronto.

SAN FRANCISCO: GIFT SHOW – August 7-10, 1966.
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

TORONTO: CANADIAN NATIONAL EXHIBITION – August 19-September 5, 1966. At Exhibition Park.
* Apply, Canadian National Exhibition Representative, Columbia House, 3 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2794).

MONTREAL: GIFT SHOW – August 29-September 1, 1966.
* Apply, National Gift Shows, 443 Mount Pleasant Road, Toronto 7, Ontario.

Board of Trade Ministers at Export Services Exhibition

AN EXPORT SERVICES Exhibition at the Empire Hall, Olympia, will be opened by Lord Rhodes, Parliamentary Secretary, Board of Trade, at 11.30 a.m. on September 27. Organized by Maclaren (Exhibitions) Ltd., it is open from 10 a.m. to 6 p.m. each day until October 1. Some 70 exhibitors include banks, merchant houses, transport firms, shipping and forwarding agencies, finance companies, translation agencies, printers and publishers and Government departments.

The Board of Trade has a stand at the exhibition and the theme of its display, which has been designed by the Central Office of Information, is 'Selling Overseas'. This describes the Government services available to exporters with emphasis on the 'Call Export Intelligence' campaign to publicize these services. Visitors to the stand will be invited to 'Call Export Intelligence' direct by direct telephone free of charge, with specific export problems. By dialling City 9633 the inquirer can get information about overseas markets and agents, tariff regulations, trade fairs, British Weeks, and valuable assistance in planning his export drive.

Also on the Board of Trade stand the newly devised method for the completion of export forms from one master document, recently agreed by 'The Joint Liaison Committee on Documents used in the International Carriage of Goods' will be explained in a panel display supported by a practical demonstration of the system.

Export Credits Guarantee Department occupy part of the Board's stand with staff available to answer inquiries about the various credits guarantee schemes it operates for exporters.

The Institute of Export is organizing a conference to run from September 28 to the close of the exhibition. There will be talks and discussion periods at 10.30 and 2.30 each day. The subjects will include: trading with Europe; financing of export trade; the controlled economies, i.e. countries in which exporting is regulated by the State purchasing authorities; export packing and packaging; trade with North America; transportation of exports; trading with Australia and New Zealand; and Government services for exporters. The closing conference on Government export services will be addressed by Mr. Douglas Jay, President of the Board of Trade, on October 1.

Tokyo exhibition *continued*

He said he had discussed with them matters of mutual interest.

Leading British industrialists present at the opening included Sir Maurice Laing, president of the Confederation of British Industry, Sir Norman Kipping, chairman of British Overseas Fairs Ltd. (the organizers of the exhibition), Sir William Penney, chairman of the Atomic Energy Authority, Mr. D. Barran, managing director of the Royal Dutch Shell, Lord Cole, chairman of Unilever, together with Sir Francis Rundall, HM Ambassador in Tokyo.

It was reported that on the third day of the fair more than 100,000 people flocked to the Hanumi exhibition site – claimed to be the largest number ever to attend a British exhibition overseas in one day. Thousands queued to buy British sweets, biscuits and cigarettes. It was also reported that Short Bros. and Harland expect to sell six of their new Skyvan light transport aircraft – which can carry two tons of cargo or 18 passengers – as a result of a contact made at the fair.

The exhibition ground houses a wide range of British products from engineering goods to textiles and food, including whisky-flavoured marmalade, haggis and liquorice-flavoured bubble-gum.

A report on 'the largest export promotion show ever put on by British industry abroad' appeared in the *Board of Trade Journal*, last week, pages 631-632.

British footwear displays in three countries

DISPLAYS of British footwear are to take place in Sweden, West Germany and the United States within the next three weeks. These displays have been organized on a 'joint venture' basis in collaboration with the Board of Trade by the British Footwear Manufacturers' Federation.

The first event opens today at the Sparbank Hall, Gothenburg. Eight companies will take part in this all-British venture, a follow-up of a successful showing there earlier this year. They will show their 1966 spring and summer collections for men, women and children. Classical, casual and modern footwear will be seen as well as slippers and sandals. This display will close on September 22.

The European Footwear Samples Display in Dusseldorf, from September 25 to 27, will be the venue for the second 'joint venture'. Sixteen British footwear firms will occupy booths on a combined stand covering some 7,000 sq. ft. This display – including styles and trends popular in continental countries – will feature high fashion shoes of the quality associated with British footwear. Materials will include buffalo, elephant, panther and camel skin as well as the more usual cowhide, reptile skins, rubber and man-made materials.

The first group exhibit of British footwear in the United States will be held in the Palmer House, Chicago, where the National Shoe Show of America takes place from October 10 to 13. Twelve firms will show shoes of all prices, sizes, styles and shades. These will include men's fine quality shoes, women's fashion and walking shoes, and children's sandals. Britain has one of Europe's largest footwear industries and exports in the first seven months of this year exceeded £8 million (6.6 million pairs), a 15 per cent increase over the same period in 1964.

41 UK firms at Swiss electronics exhibition

THE SECOND International Exhibition of Industrial Electronics (INEL 65) was held in Basle from September 7-11. The exhibition took place on three floors of the new building of the Swiss Industries Fair, which was only completed at the end of 1964. Several British visitors commented that the hall was one of the best designed and best equipped which they had ever seen.

Although only the second exhibition in its series, it attracted more than 400 exhibitors, representing over 600 manufacturers in 12 different countries. Of the exhibiting firms, 153 were Swiss, 126 American, 59 German, 41 British and 40 French. No figures are yet available for the number of visitors, but estimates based on the attendance during the first three days suggest that the total will turn out to have been greater than 30,000. The majority of visitors were businessmen, engineers and journalists from the trade and technical press including a number from France and Germany. The exhibition was therefore both specialised and international in character.

Special stands were organized by Britain, France and the United States. The British display was a joint venture, occupying a stand of 108 square metres, organized by the Ministry of Aviation under the general auspices of the Board of Trade. Nine well known British manufacturers of electronic equipment exhibited some of their most advanced products on this stand. These products included a laser altimeter produced by Elliott Brothers Ltd., a highly sensitive spectrum analyser produced by James Scott (Electronic Engineers) Ltd., electroformed and metal-spray formed components manufactured by Plessey Radar Ltd., an advanced power supply set produced by W. Bryan Savage Ltd., and equipment produced by Rank Pullin Controls, Muirhead & Co., Mullard, Ferranti, The Synchronome Co. and Thorn Electrical Industries. A good deal of interest in these and other products on the stand was shown by visitors, many of whom were potential buyers and some of whom came from countries other than Switzerland. The stand itself, whose red panels and asymmetrical outline made it stand out among the more conventional structures of other exhibitors, was designed and built by the Central Office of Information. It was well sited on the ground floor of the exhibition hall, close to the main entrance.

Many other British companies exhibited their products either on stands of their own or on the stands of their Swiss agents. These companies included GEC (Electronics) Ltd., the Components Group of the Plessey Co. Ltd., the Barden Corporation (UK) Ltd., and Barr & Stroud Ltd. These companies also reported a good deal of interest in the products which they had put on display.

A congress on the applications of industrial electronics was held concurrently with the exhibition. On three successive days, speakers from Britain, France and the United States spoke to audiences of specialists about developments in fields in which they were expert. The British Day was on September 9. Under the chairmanship of Mr. G. Philips, Superintendent of the Quantum Physics Division of the Signals Research and Development Establishment, four speakers from the Ministry of Aviation and from British firms spoke about recent developments in Britain. A talk on the use of lasers by Mr. J. D. Watson of Elliott Automation Ltd. aroused particular interest.

On September 9, Mr. H. B. C. Keeble, the Commercial Counsellor at the British Embassy in Berne, the Ministry of Aviation and its co-exhibitors gave a joint reception on the premises of the exhibition.

Although it is too early to make a precise assessment of the value of the exhibition to exhibitors and visitors, both the organizers and those who participated believe that it was a success. From the point of view of trade promotion, results were encouraging. Many of the British firms represented received a large volume of inquiries about their products and several had obtained firm orders after the first three days.

British giftware in Texas

THE EXPORT Council for the Gifts Industry is negotiating for a permanent showroom in the Dallas (Texas) Trade Mart. The showroom, of about 1,000 square feet, will be rented on a co-operative basis, and services provided by the Council will include a manager to represent firms exhibiting in the showroom and travel the area as necessary. It is planned to mount a continuous - but changing - display of high quality British pottery and glass, modern and traditional silverware, pewter, cutlery and tableware, leather goods, jewellery, brassware, copperware and other British gifts.

Inquiries should be addressed to Trade Promotions Services Ltd., Carey Court E.C.2,, or to the Council's publicity offices at 12 Buckingham Street, London, W.C.2.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. A list of these offices is given in this issue of the Board of Trade Journal, *page* 675.

Seen at one of the stands at the exhibition are (left to right) Mr. F. Amman, a member of the organizing committee, Mr. M. Wullschleger, a member of the Basle City Council and Administration, Mr. R. S. Isaacson, the British Ambassador, Dr. H. Hauswerth, a director of the Swiss Industries Fair, and the head of the organizing committee, and Mr. A. M. Fluhmann, British Consul in Basle.

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209 British firms at Vienna Fair

THE 82nd Vienna International Fair, which was opened on September 12 by Herr Franz Jonas, the Federal President, and which closed on September 19, had the record number of foreign exhibitors so far, with 2,254 firms participating; 209 of these were British.

In the Hall of Nations the British national pavilion was the largest. It covered some 18,000 sq. ft. with 76 firms exhibiting. It was designed by the Central Office of Information. Participation was organized by the Board of Trade in conjunction with the Birmingham Engineering and Building Centre, the Federation of British Audio, the British Radio Equipment Manufacturers' Association and the British Furniture Manufacturers' Federated Associations. The pavilion, which was divided into commodity groups, offered a selection of British manufactures and provided means for the visitor to study exhibits thoroughly and to talk business.

On the opening day and throughout the duration of the fair, a steady stream of visitors passed through the British pavilion, closely examining the products on display. That the great majority of visitors were ordinary citizens satisfying their curiosity did not dismay, since most exhibits were devised with this in mind, and there was also opportunity enough for more serious discussions with trade buyers.

The sound room, installed on the British Audio section, proved a lively attraction. Visitors were able to listen to a demonstration of varied musical recordings, reproduced by high fidelity equipment, giving a quality which would normally only be possible in the concert hall. The firms participating on the audio stand were satisfied with the interest shown by the general public in their equipment, and felt that their participation in the fair had been worthwhile.

Of the six member firms of the Radio Equipment Manufacturers' Association who demonstrated their television sets, radios, radiograms and record-players, four hoped to appoint distributors as a result of their participation in the fair. One firm had received some direct orders for their radiograms and another firm, showing television sets, had received trade inquiries which they hoped would provide an entrée for their products into Austria. The same firm had been visited by an agent on the Saturday evening, before the fair was officially opened; he thought the designs of the television sets were very acceptable to the Austrian market. Public interest in all that was shown was particularly good and throughout the week groups of viewers were to be seen at the stands of all the television manufacturers.

The modest display of furniture, which nevertheless ranged from traditional to modern, was well received by the trade and the public, and good business was reported. In fact all the furniture displayed had been sold from the stand by the second day of the fair. Good prospects existed and opportunities would be followed up.

Numerous inquiries had been received at the group display of the Birmingham Engineering and Building Centre (participating in the fair for the fifth time) and the exhibitors were generally satisfied. A number of firms expected to find agents as a result of their participation in the display. Interest was stimulated by the attendance of the Lord Mayor of Birmingham, accompanied by the Lady Mayoress, who had made the journey specially to give the Birmingham exhibitors a boost. This was particularly successful since the former Bürgermeister of Vienna is now the President of the Republic, while last year's Vienna Fair Director has taken his place as Bürgermeister.

The range of products displayed by the individual exhibitors within the British pavilion was fairly wide in character. It included industrial equipment, carpets, confectionery, kitchen and household equipment, language records, tea, textiles, tools for the handyman and whisky.

One firm who showed a selection of their range of metal trays obtained an order by the second day of the fair (from a well-known coffee retail chain) for 18,000 trays in four designs. This order alone made the British firm's participation in the fair worthwhile. The public continued to show the same interest in British carpets which had been created by the Federation of British Carpet Manufacturers when they participated in the Vienna Autumn Fair the previous year. The stands of a Scottish whisky distiller and of an old-established firm of tea blenders attracted a large audience and made good sales.

Reports of good business were also received from a number of agents of British firms exhibiting in other halls and the open-air section of the fair. One firm, representing a number of British toy manufacturers, stated that they could not obtain sufficient goods to satisfy the demand.

Members of the permanent staff of the Commercial and Information Departments of the Embassy were on continuous duty at the central information desk in the pavilion, to assist exhibitors and deal with trade inquiries.

During the course of the fair separate visits were made to the British pavilion by the President of Austria, the Federal Chancellor, the Federal Vice-Chancellor, the Minister of Trade and the Bürgermeister of Vienna. HM Ambassador also made a tour of the British stands and met exhibitors. Mr. Edward Sniders, HM Commercial Counsellor, spent much time with exhibitors and distinguished visitors, and also gave an official reception on the stand for Austrian officials and British exhibitors, their agents and trade contacts.

President to open British Week in Milan

Mr. Douglas Jay, President of the Board of Trade will open the British Week in Milan (October 9-17) on October 9. Between October 8-13 the President and Mrs. Jay will pay visits to a large number of the events which form part of the British Week celebrations.

HRH the Duke of Edinburgh, Miss Jennie Lee, Joint Under-Secretary of State, Department of Education and Science, and the Lord Mayor of London will also be making official visits to the Week.

The British Week in Milan is organized by the Board of Trade and the Export Council for Europe. Some 2,500 Milan stores and shops have been canvassed for their co-operation in displaying and selling British consumer goods, and over 800 British firms are expected to participate in promoting the sale of their products.

The official opening ceremony will take place in La Piccola Scala and will be followed by a procession to the Piazza del Duomo, where the British Week will be declared open by the Mayor of Milan and the Lord Mayor of London. British military bands will play at the public ceremony.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

Mr. Corbyn Barron, Lord Mayor of Birmingham (left), Herr Bruno Marek, Mayor of Vienna (second left) and Mr. Edward Sniders, Counsellor (Commercial), HM Embassy, Vienna (right) during a tour of the stands. The picture on the right shows a general view of the construction machinery equipment at the fair.

Overseas Trade and Exports

WESTERN EUROPEAN MARKET PLACE – 2

Germany as a market for British goods

This article is the second of a series of articles on several West European countries which will be published during the next few months.

SOME TWO years ago this Journal published a Supplement entitled 'Trading with West Germany'. It contained articles by officials and businessmen, describing many facets of the German market. The aim was to stimulate more interest by British manufacturers in this thriving economy as an outlet for their products.

Since then *ad hoc* reports and articles have been produced in various official publications, a number of inward and outward missions have taken place, and a major British Week has been mounted in Dusseldorf. The Board of Trade have also published the results of a modest market research exercise which suggested that there might be immediate possibilities for increasing sales of British foodstuffs, reproduction and upholstered furniture, ladies outerwear, and garden tools. (This appeared as a special supplement to the Export Service Bulletin of April 30). The aim of the present article, the first of a series, is to look at the general picture again and, in particular to consider whether there have been changes meanwhile.

German Market still buoyant

The short answer is that the basic nature of this market has not changed; it is a growing market with a range of demand very

(*Continued on page* 700)

The 'Alloprene' plant at Wade Section of ICI's Lostock Works. 'Alloprene' is one of the ICI exports to West Germany.

The International Men's Fashion Week at Cologne attracted 25,300 visitors from 38 countries. The picture on the left shows Herr Burauen, Lord Mayor of Cologne (second left) discussing a point with one of the British exhibitors. He is accompanied by Mr. D. N. Royce (wearing glasses), Counsellor (Commercial), at the British Embassy. The picture on the right shows the joint venture stand.

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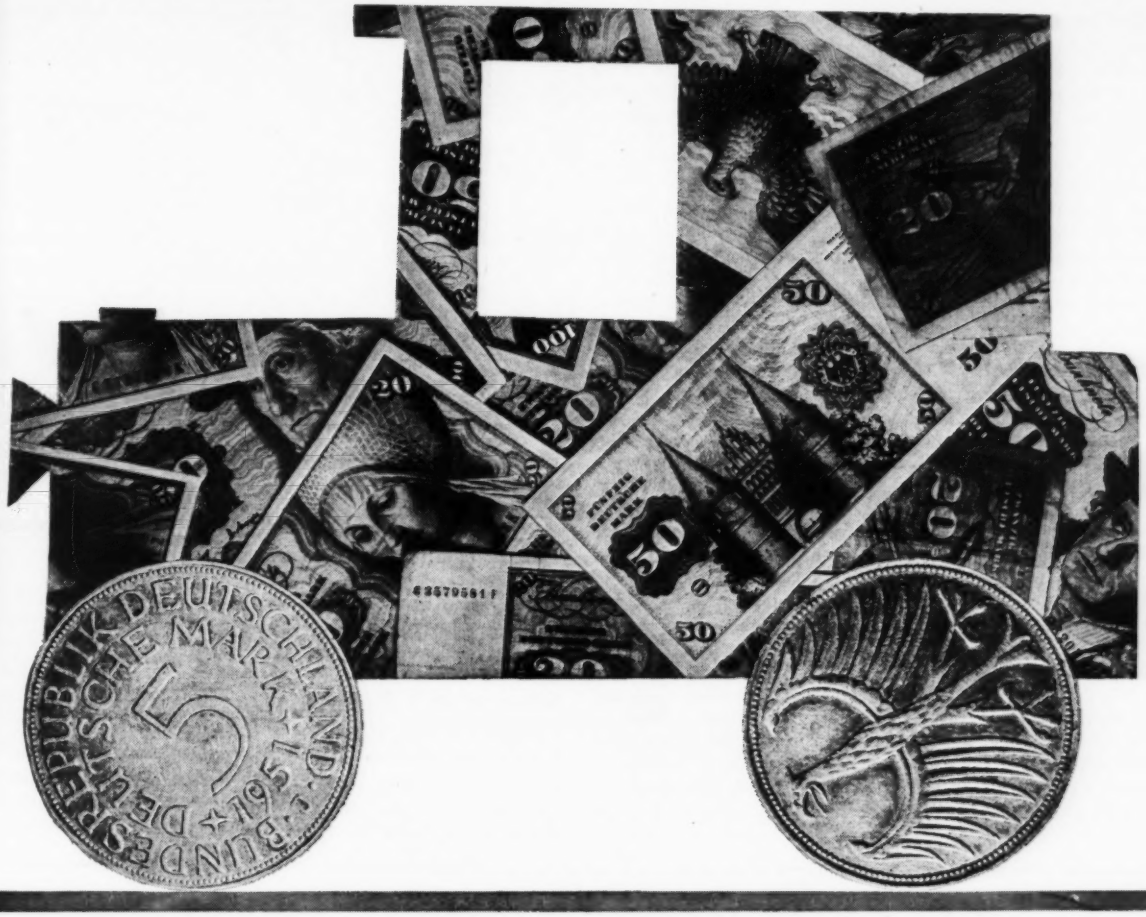

Money Rolls Freely in Hamburg

Where vast amounts of goods are produced and consumed, where imports and exports are valued in thousands of millions, the money rolls freely — and plenty of money is earned.

Here in the thriving centre of industry and trade which is Hamburg, a factory worker has a weekly pay packet of DM 185, while an office employee has a monthly salary of DM 849. These are average figures.

Looking at this market in another way, in Hamburg more than 250,000 people live in households having a net monthly income of DM 1,000 and more.

This city of two millions, one million of whom are gainfully employed, is a unique consumer centre in Germany. Much money is earned here, and much is spent.

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GERMANY AS A MARKET, *continued*

similar to that of the United Kingdom, but with marked regional characteristics, particularly in consumer tastes. The underlying economic philosophy favours a free market with qualifications (e.g. support for coal mining, transport and agriculture) on social grounds. It is a country where bargains are usually kept. The law is known and obeyed and sophisticated economic machinery is available. The trends visible in 1963 have continued.

Whereas in 1962 West Germany imported goods to a value of some DM 49.5 milliard, by 1964 this figure had reached almost DM 59 milliard, an increase of some 19 per cent. German statistics show that British exports to Germany rose in this period by roughly the same percentage – that is, our share of the German import markets remained constant at 4.7 per cent. When it is considered that all Britain's exports represent 8 per cent of total world exports it is clear that there is still plenty of room for expansion of our exports to Germany and the question which naturally follows is what form such expansion might take.

The fact that only four commodities were chosen for review in the Export Service Bulletin Special Supplement in April does not of course mean that other commodities will not sell. On the contrary, while the pattern of trade between the two countries tends to emphasize the exchange of specialized machinery, experience over the last few years has demonstrated that the right product in any category, with good salesmanship, can and will gain an increasing market. There is no prejudice against British goods. Indeed there is a great deal of good will towards Britain, as the tumultuous reception given to Her Majesty The Queen during the State Visit earlier this year bears witness.

But the German market is an extremely competitive one and there is some truth in a provocative German article written in 1964 entitled "The British do not make it easy for us to buy from them." This appeared in the journal of the Dusseldorf Chamber of Commerce at the time of the British Week in Dusseldorf alongside a further article entitled "The German market is not more difficult

(*Continued on page* 703)

A General Steam Navigation vessel unloading British cargo at Hamburg.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 675 of this issue.

COLOGNE INTERNATIONAL TRADE FAIRS AND EXHIBITIONS

BUYERS from all over the world attend the international specialised Trade Fairs held in Cologne.

These Fairs offer an excellent opportunity of establishing export outlets on the Continent and in all parts of the World.

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Men's Fashion Week	26 – 28 August
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Fair of Lingerie, Foundation Garments and Underwear	15 – 18 September
IFMA — Bicycle and Motor Cycle Exhibition	24 – 28 September
PHOTOKINA — World Fair of Photography	1 – 9 October
Babies' and Children's Fair	14 – 16 October
SPOGA — Trade Fair of Sports Goods, Camping Equipment and Garden Furniture	23 – 25 October

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– one must adapt oneself to it." Both were written by businessmen with wide experience of selling British goods on the German market. In essence these articles reiterated that in a wealthy buyers' market trouble must be taken by the seller. Presentation must fit the buyer's needs whether it be to read descriptions in his own language, to have quantities and prices expressed in measures and money he knows or to have assurance of service and packaging and norms that he is used to. This should not be an insuperable task. As a recent article in *The Statist* on the work of the British National Export Council says: "Apart from capacity, the chief obstacle to exporting seems to be ignorance and timidity."

These, obviously, are generalisations and the trade figures prove that a large number of firms are doing good business with Germany. Over the last few years an increasing number of companies have set up sales subsidiaries in Germany. Nevertheless in discussions with German businessmen, the apparent lack of interest in the German market by United Kingdom manufacturers is repeatedly emphasized. The most frequent complaints are that visits are not made often enough, or are not made at the level where decisions can be taken, that goods arrive late or fail to turn up, and that offers are made only in the English language.

This article does no more than seek to whet the appetite so that the potential seller may want further information. Should the reader wish to know more a large amount of basic information can be provided by Government services, both in the United Kingdom and at posts in the Federal Republic. There are seven Consulates-General, each with a Commercial staff, apart from the Commercial Department in Bonn. But this information is no substitute for personal visits. German businessmen are keen to do business. They, like anyone else, want to know the man they are dealing with. A short visit can often cover much more ground than months of correspondence. This is particularly true if a visit can take in a trade fair. Germany is in the forefront in this field and Germans since the Middle Ages have traded in this way – such fairs provide excellent opportunities not only for getting to know the market, but also of getting one's products known in the market and getting to know the people who matter – they are likely all to be there. Trade fairs and advertising will form the subjects of later articles in this series.

West German shoppers show great interest in a display of St. Michael brand garments by Marks and Spencer.

To sum up, this is a country where straightforward business skill can produce rewards not only to the individual but for the United Kingdom as a whole. It is already doing so, but the figures given above show that there is room for a great deal more.

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TRADE AND FINANCIAL ARRANGEMENTS

Australia/New Zealand free trade agreement

A NOTICE was published in last week's *Board of Trade Journal* (page 638), summarizing the main provisions of the above Agreement and stating that Schedule A thereto would be published in this week's *Journal*.

It is regretted that there were two printers' errors in that notice. In the fourth paragraph of the second column on page 638 it was stated '(This repeals an existing agreement between the two countries).' This sentence should read '(This *repeats* an existing agreement between the two countries).' Secondly, at the end of the notice, the telephone number of the Australian British Trade Association was given as 'Whitehall 15072'. This should read 'Whitehall 5072'.

Schedule A to the Agreement is now reproduced below.

SCHEDULE A

Australian Reference No.	Description of Goods (Expressed in Terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
01.01	01.01 Live horses, asses, mules and hinnies	001.510.0 001.520.0 001.530.0
ex 01.04	ex 01.04 Live sheep and goats, viz.: Live goats	ex 001.200.0
01.05	01.05 Live poultry, that is to say, fowls, ducks, geese, turkeys and guinea fowls	001.400.0
01.06	01.06 Other live animals	001.900.0 941.000.0
ex 02.01	ex 02.01 Meat and edible offals of the animals falling within heading No. 01.01, 01.02, 01.03 or 01.04, fresh, chilled or frozen, viz.: Meat of lambs Meat of swine, as prescribed by by-law* *See letters exchanged at signing of Agreement.	ex 011.200.0 ex 011.300.0
02.06.1	ex 02.06 Meat and edible meat offals (except poultry liver), salted, in brine, dried or smoked, viz.:	
ex 02.06.9	Bacon and hams; other pig meat, smoked Lamb, smoked. Mutton birds	012.100.1 012.500.0 ex 012.900.0
03.01.1 03.01.9	03.01 Fish, fresh (live or dead), chilled or frozen	031.100.1 031.100.2 031.100.3 031.100.4
03.02	03.02 Fish, salted, in brine, dried or smoked	031.200.1 031.200.2 031.200.3
03.03	03.03 Crustaceans and molluscs, whether in shell or not fresh (live or dead), chilled, frozen, salted, in brine or dried, crustaceans, in shell, simply boiled in water	031.300.1 031.300.2 031.300.3 031.300.4 031.300.5
04.04.1 04.04.2 ex 04.04.9	ex 04.04 Cheese and curd, viz.: Cheese, Cheddar as prescribed by by-law* Cheese, other than Cheddar *See letters exchanged at signing of Agreement.	ex 024.000.1 ex 024.000.9
ex 04.05.1	ex 04.05 Birds' eggs and egg yolks, fresh, dried or otherwise preserved, sweetened or not, viz.: Settings of birds' eggs	025.100.0
05.02	05.02 Pigs, hogs' and boars' bristles or hair; badger hair and other brush making hair; waste of such bristles and hair	291.920.0
05.03	05.03 Horsehair and horsehair waste, whether or not put up on a layer or between two layers of other material	262.510.1 262.510.9
05.04	05.04 Guts, bladders and stomachs of animals (other than fish), whole and pieces thereof	291.931.2 291.931.3 291.931.4 291.931.9
05.07	05.07 Skins and other parts of birds, with their feathers or down, feathers and parts of feathers (whether not with trimmed edges) and down, not further worked than cleaned, disinfected or treated for preservation; powder and waste of feathers or parts of feathers	291.960.0
05.14	05.14 Ambergris, castoreum, civet and musk; cantharides; bile, whether or not dried; animal products, fresh, chilled or frozen, or otherwise provisionally preserved, of a kind used in the preparation of pharmaceutical products	291.980.0
05.15	05.15 Animal products not elsewhere specified or included; dead animals of Chapter 1 or Chapter 3, unfit for human consumption	291.990.1 291.990.9
06.01	06.01 Bulbs, tubers, tuberous roots, corms, crowns and rhizomes, dormant, in growth or in flower	292.610.0
06.02	06.02 Other live plants, including trees, shrubs, bushes, roots, cuttings and slips	292.690.1 292.690.2 292.690.9
06.04	06.04 Foliage, branches and other parts (other than flowers or buds) of trees, shrubs, bushes and other plants, and mosses, lichens and grasses, being goods of a kind suitable for bouquets or ornamental purposes, fresh, dried, dyed, bleached, impregnated or otherwise prepared	292.721.1 292.721.9
ex 07.02.1	ex 07.02 Vegetables (whether or not cooked), preserved by freezing, viz.: Beans and peas, uncooked	054.610.2 054.610.3
07.03	07.03 Vegetables provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption.	054.620.1 054.620.9
ex 07.04.9	ex 07.04 Dried, dehydrated or evaporated vegetables, whole, cut, sliced, broken or in powder, but not further prepared, not including: Herbs, whether or not mixed, in retail packs Tomatoes	ex 055.100.1 ex 055.100.9
07.05.19	ex 07.05 Dried leguminous vegetables, shelled, whether or not skinned or split, viz.:	ex 054.200.1 ex 054.200.2
ex 07.05.21 07.05.29	Beans, not for sowing Peas, other than split, peas, not for sowing	ex 054.200.3 054.200.9
07.05.91 ex 07.05.991 ex 07.05.992 ex 07.05.999	Other leguminous vegetables, other than in retail packs	ex 054.201.1 ex 054.201.9 ex 054.202.1 ex 054.209.9
ex 08.01.41 ex 08.01.492	ex 08.01 Dates, bananas, coconuts, Brazil nuts, cashew nuts, pineapples, avocados, mangoes, guavas and mangosteens, fresh or dried, shelled or not, viz.:	ex 051.710.5 ex 052.010.2
ex 08.01.5 ex 08.01.6	Cashew nuts, other than in retail packs Pineapples, avocados, mangoes, guavas and mangosteens, dried.	
ex 08.02	ex 08.02 Citrus fruits, fresh or dried, viz.: Oranges, whole, fresh.	051.100.3
ex 08.04	ex 08.04 Grapes, fresh or dried, viz.: Grapes, dried.	052.030.1 052.030.2 052.030.3 052.030.9
ex 08.05.1 to ex 08.05.99	ex 08.05 Nuts other than those falling within heading No. 08.01 fresh ordried, shelled or not, not including: Nuts in retail packs.	ex 051.720.2 ex 051.720.3 ex 051.720.4 ex 051.720.9
ex 08.08.9	ex 08.08 Berries, fresh, viz.: Strawberries.	ex 051.940.4
08.12.1 ex 08.12.9	ex 08.12 Fruit, dried, other than that falling within heading No. 08.01, 08.02, 08.03, 08.04 or 08.05, not including: Apples.	052.090.1 052.090.2 052.090.4 052.090.9
ex 10.01	ex 10.01 Wheat and meslin (mixed wheat and rye), viz.: Wheat.	041.000.1
ex 10.06	ex 10.06 Rice, viz.: Rice, polished, broken. Other rice, other than in retail packs.	ex 042.100.0 042.200.1 ex 042.200.9
ex 11.01.2	ex 11.01 Cereal flours, viz.: Rice flour, other than in retail packs.	047.010.4
ex 11.02.12	ex 11.02 Cereal groats and cereal meal; other worked cereal grains (for example, rolled, flaked, polished, pearled or kibbled, but not further prepared), except husked, glazed, polished or broken rice; germ of cereals, whole, rolled, flaked or ground; viz.: Groats and meal of rice.	047.020.3
ex 11.08.9	ex 11.08 Starches ; inulin, viz.: Arrowroot, other than in retail packs.	ex 599.510.2
ex 12.01.3 ex 12.01.9	ex 12.01 Oil seeds and oleaginous fruit, whole or broken, not including: Castor oil seeds. Copra. Cotton seeds. Groundnuts, shelled, in retail packs. Groundnuts, in the shell. Linseed. Palm kernels. Rape seeds. Soya beans.	ex 221.100.2 221.800.9
12.03.9	ex 12.03 Seeds, fruit and spores, of a kind used for sowing, not including: Seeds, fruit and spores, in retail packs.	ex 292.510.1 to ex 292.590.0
13.02	13.02 Shellac, seed lac, stick lac and other lacs; natural gums, resins, gum-resins and balsams.	292.200.1 292.200.2 292.200.3 292.200.4 292.200.9
13.03.1 to 13.03.5 ex 13.03 9	ex 13.03 Vegetable saps and extracts; pectic substances, pectinates and pectates; agar-agar and other mucilages and thickeners, derived from vegetable products: not including: Extracts of hops.	292.910.1 292.910.2 292.910.3 ex 292.910.4 ex 292.910.5 ex 292.910.7 ex 292.910.8 ex 292.910.9 292.911.1 292.911.2 292.911.9
14.03	14.03 Vegetable materials of a kind used primarily in brushes or in brooms (for example, sorgho, piassava, couch-grass and istle), whether or not in bundles or hanks.	292.930.1 292.930.2 292.930.9
14.05	14.05 Vegetable products not elsewhere specified or included	292.990.1 292.990.9
15.04.1 ex 15.04.2 15.04.3 ex 15.04.9	ex 15.04 Fats and oils, of fish and marine mammals, whether or not refined, viz.: Cod liver oil. Other fish liver oil, other than in retail packs. Whale oil. Other fats and oils of fish and marine mammals, in bulk or in packs exceeding one gallon.	411.100.1 ex 411.10.2 411.100.3 ex 411.109.1
ex 15.07.1 ex 15.07.2 ex 15.07.3 ex 15.07.4	ex 15.07 Fixed vegetable oils, fluid or solid. crude, refined or purified, not including: Coconut (Copra). Groundnut. Linseed.	ex 421.200.1 ex 421.300.1 ex 421.500.1 ex 421.600.1

Australian Reference No.	Description of Goods (Expressed in Terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
ex 15.07.51 ex 15.07.53	Vegetable tallows. Other oils in packs not exceeding one gallon, except Japan wax or Myrtle wax.	ex 421.700.1 ex 422.200.1
ex 15.05.54 ex 15.07.611 ex 15.07.619 ex 15.07.69 ex 15.07.71 ex 15.07.79 ex 15.07.8 ex 15.07.91 ex 15.07.99		ex 422.400.1 ex 422.500.1 ex 422.900.1 ex 422.901.1 422.902.1
15.15	15.15 Beeswax and other insect waxes, whether or not coloured.	431.420.1 431.420.2
15.16	15.16 Vegetable waxes, whether or not coloured . .	431.430.1 431.430.2
16.04	16.04 Prepared or preserved fish, including caviar and caviar substitutes.	032.010.1 to 032.010.9 032.019.9
ex 16.05.1 16.05.9	ex 16.05 Crustaceans and molluscs, prepared or preserved, not including: Pastes. Extracts.	ex 032.020.4 032.020.9
ex 17.02.1	ex 17.02 Other sugars; sugar syrups; artificial honey (whether or not mixed with natural honey); caramel; viz.: Lactose.	061.900.7 512.920.2
ex 17.05	ex 17.05 Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion, viz.: Lactose.	ex 062.020.1
ex 20.06.91 to ex 20.06.99	ex 20.06 Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit, viz.: Prunes.	053.900.6
ex 20.07.21 ex 20.07.29 ex 20.07.91 ex 20.07.99	ex 20.07 Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit, viz.: Unsweetened, in containers of 105 fluid ounces or over, viz.: Apricot, Grenadine, Quince, Blackberry, Loganberry, Raspberry, Blackcurrant, Passionfruit, Red currant, Cherry, Peach, Strawberry, Gooseberry, Pear, Mixtures of any of the foregoing juices, Greengage, Prune	053.501.9
21.05.11 21.05.21	ex 21.05 Soups and broths, in liquid, solid or powder form, viz.: Fish, crustacean or mollusc.	099.050.1
21.07.3	ex 21.07 Food preparations not elsewhere specified or included, viz.:	099.090.5 099.090.6
ex 21.07.41 ex 21.07.42 ex 21.07.49 ex 21.07.9	Saccharin and other synthetic sweetening substances, in tablet or other dispensable forms. Rennet. Infants' foods, being preparations of lactose, dextrose and other reducing sugars.	ex 099.090.9
ex 22.08.1 ex 22.08.9	ex 22.08 Ethyl alcohol or neutral spirits, undenatured, of a strength of eighty degrees or higher; denatured spirits (including ethyl alcohol and neutral spirits) of any strength; not including: Rectified spirits of wine for fortifying wines.	512.240.1 512.240.3 512.240.4 512.240.9
23.01	23.01 Flours and meals, of meat, offals, fish, crustaceans or molluscs, unfit for human consumption; greaves.	081.400.0
23.04	23.04 Oil-cake and other residues (except dregs) resulting from the extraction of vegetable oils.	081.300.1 081.300.2 081.300.3 081.300.9
23.07.1 ex 23.07.9	ex 23.07 Sweetened forage; other preparations of a kind used in animal feeding; not including: Dog biscuits.	081.600.0 to 081.800.0 ex 081.900.0
25.04	25.04 Natural graphite	276.220.0
25.05	25.05 Natural sands of all kinds, whether or not coloured, other than metal-bearing sands falling within heading No. 26.01.	273.300.0
25.06	25.06 Quartz (other than natural sands); quartzite, including quartzite not further worked than roughly split, roughly squared or squared by sawing.	276.510.0
25.07	25.07 Clay (for example, kaolin and bentonite), andalusite, kyanite and sillimanite, whether or not calcined, but not including expanded clays falling within heading No. 68.07; mullite; chamotte and dinas earths.	276.211.1 to 276.211.9
25.08	25.08 Chalk	276.910.0
25.09	25.09 Earth colours, whether or not calcined or mixed together; natural micaceous iron oxides.	276.920.0
25.11	25.11 Natural barium sulphate (barytes); natural barium carbonate (witherite), whether or not calcined, other than barium oxide.	276.930.1 276.930.2
25.12	25.12 Infusorial earths, siliceous fossil meals and similar siliceous earths (for example, keiselguhr, tripolite or diatomite), whether or not calcined, of an apparent specific gravity of 1 or less.	275.220.0
25.13	25.13 Pumice stone; emery; natural corundum, natural garnet and other natural abrasives, whether or not heat-treated.	275.230.1 275.230.2 275.230.9
25.19	25.19 Natural magnesium carbonate (magnesite), whether or not calcined, other than magnesium oxide.	276.240.0
25.20.1	ex 25.20 Gypsum; anhydrite; calcined gypsum, and plasters with a basis of calcium sulphate, whether or not coloured, but not including plasters specially prepared for use in dentistry; viz.: Gypsum, not calcined. Anhydrite.	273.210.1 273.210.2
25.24	25.24 Asbestos	276.400.0
25.26	25.26 Mica, including splittings; mica waste . . .	276.520.1
25.27	25.27 Natural steatite, including natural steatite not further worked than roughly split, rougly squared or squared by sawing; talc.	276.520.2 276.950.1 276.950.2
25.28	25.28 Natural cryolite and natural chiolite	276.530.0
25.31	25.31 Felspar, leucite, nepheline and nepheline syenite; fluorspar.	276.540.0

(*Continued on next page*)

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AUSTRALIA/NEW ZEALAND FREE TRADE AGREEMENT, *continued*

Australian Reference No.	Description of Goods (Expressed in Terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
25.32	25.32 Strontianite (whether or not calcined), other than strontium oxide; mineral substances not elsewhere specified or included; broken pottery.	276.990.0
ex 26.01.9	ex 26.01 Metallic ores and concentrates and roasted iron pyrites, viz.:	283.500.0
	Ores and concentrates of zinc, titanium, vanadium, molybdenum, tantalum, and zirconium.	283.930.0
26.03	26.03 Ash and residues (other than from the manufacture of iron or steel), containing metals or metallic compounds.	284.010.0
27.10.1	ex 27.10 Petroleum oils and oils obtained from bituminous	331.020.0
ex 27.10.21	minerals, other than crude; preparations not	ex 332.100.1
ex 27.10.22	elsewhere specified or included, containing not	ex 332.100.2
ex 27.10.23	less than 70% by weight of petroleum oils or of	ex 332.200.1
ex 27.10.29	oils obtained from bituminous minerals, these oils being the basic constituents of the preparations: not including:	ex 332.200.3
27.10.32	The following when in packs not exceeding 1 gallon:	ex 332.200.5
27.10.39	Petroleum spirit	ex 332.200.7
27.10.49	White spirit (that is to say, mineral turpentine).	ex 332.300.0
27.10.52	Kerosene	332.400.0
27.10.59	Distillate fuels	ex 332.510.2
ex 27.10.91	Lubricating oils; other lubricating preparations	ex 332.510.2
27.10.991	containing not less than 70% by weight of	ex 332.510.4
ex 27.10.999	petroleum oils or of oils obtained from bituminous minerals.	332.911.1
	Lubricating greases and other solid lubricants.	332.911.2
		332.911.8
		332.911.9
27.13	27.13 Paraffin wax, micro-crystalline wax, slack wax, ozokerite, lignite wax, peat wax and other mineral waxes, whether or not coloured.	332.620.1 332.620.9
27.14	27.14 Petroleum bitumen, petroleum coke and other residues of petroleum oils or of oils obtained from bituminous minerals.	332.940.0 332.950.1 332.950.9
28.03	28.03 Carbon, including carbon black, anthracene black, acetylene black and lamp black.	513.270.0
28.04.1	ex 28.04 Hydrogen, rare gases and other non-metals, not	513.130.2
ex 28.04.9	including:	513.240.0
	Hydrogen.	
	Nitrogen.	
	Oxygen.	
28.10	28.10 Phosphorus pentoxide and phosphoric acids (meta-, ortho-, and pyro-)	513.350.1 513.350.2
28.13.2	ex 28.13 Other inorganic acids and oxygen compounds of non-	513.390.2
28.13.9	metals (excluding water), not including:	513.390.3
	Carbon dioxide.	
28.15	28.15 Sulphides of non-metals; phosphorus trisulphide	513.420.1
		513.420.2
ex 28.17.1	ex 28.17 Sodium hydroxide (caustic soda); potassium hydrox-	513.620.2
28.17.2	ide (caustic potash); peroxides of sodium or	513.630.1
28.17.9	potassium; not including:	513.630.2
	Sodium hydroxide (caustic soda) in packs not exceeding 7 lb. net weight.	
28.18	28.18 Oxides, hydroxides and peroxides, of strontium, barium or magnesium.	513.640.0
ex 28.19	ex 28.19 Zinc oxide and zinc peroxide, viz.:	513.510.1
	Zinc peroxide.	513.510.2
	Zinc oxide of B.P. quality, when declared for making pharmaceutical or toilet preparations.	
	Zinc oxide, colloidal, when declared for making adhesives.	
28.20	28.20 Aluminium oxide and hydroxide; artificial corundum	513.650.1
		513.650.2
		513.660.0
28.21	28.21 Chromium oxides and hydroxides	513.670.0
28.22	28.22 Manganese oxides	513.520.0
28.23	28.23 Iron oxides and hydroxides; earth colours containing 70% or more by weight of combined iron evaluated as Fe_2O_3.	513.530.0
28.24	28.24 Cobalt oxides and hydroxides	513.540.0
28.25	28.25 Titanium oxides	513.550.0
28.26	28.26 Tin oxides (stannous oxide and stannic oxide)	513.680.0
28.27	28.27 Lead oxides; red lead and orange lead	513.560.1
		513.560.2
		513.560.3
		513.560.9
28.28	28.28 Hydrazine and hydroxylamine and their inorganic salts; other inorganic bases and metallic oxides, hydroxides and peroxides.	513.690.0
28.29	28.29 Fluorides; fluorosilicates, fluoroborates and other complex fluorine salts.	514.110.0
28.30	28.30 Chlorides and oxychlorides	514.120.0
28.33	28.33 Bromides, oxybromides, bromates and perbromates, and hypobromites.	514.150.0
28.35	28.35 Sulphides; polysulphides	514.210.1
		514.210.2
28.37	28.37 Sulphites and thiosulphates	514.230.1
		514.230.2
28.38	28.38 Sulphates (including alums) and persulphates	514.240.1
		514.240.2
		514.240.9
28.39	28.39 Nitrites and nitrates	514.250.1
		514.250.9
28.40	28.40 Phosphites, hypophosphites and phosphates	514.260.1
		514.260.9
28.41	28.41 Arsenites and arsenates	514.270.1
		514.270.9
28.42.1	ex 28.42 Carbonates and percarbonates; commercial am-	514.280.0
to	monium carbonate containing ammonium	514.290.1
28.42.5	carbamate; not including:	514.290.2
28.42.9	Magnesium carbonate.	514.290.9
28.43	28.43 Cyanides and complex cyanides	514.310.0
28.45	28.45 Silicates; commercial sodium and potassium silicates.	514.330.1
		514.330.9
28.46	28.46 Borates and perborates	514.340.1
		514.340.9

Australian Reference No.	Description of Goods (Expressed in Terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
28.47	28.47 Salts of metallic acids (for example, chromates, permanganates, stannates)	514.350.1 514.350.9
28.49	28.49 Colloidal precious metals; amalgams of precious metals; salts and other compounds, inorganic or organic, of precious metals, including albuminates, proteinates, tannates and similar compounds, whether or not chemically defined.	514.370.1 514.370.2 514.370.3 514.370.9
28.50	28.50 Fissile chemical elements and isotopes; other radio-active chemical elements and radio-active isotopes; compounds, inorganic or organic, of such elements or isotopes, whether or not chemically defined; alloys, dispersions and cermets, containing any of these elements, isotopes or compounds.	515.100.0
28.52	28.52 Compounds, inorganic or organic, of thorium, of uranium depleted in U235, of rare earth metals, of yttrium or of scandium, whether or not mixed together.	515.300.1 515.300.2
28.58	28.58 Other inorganic compounds (including distilled and conductivity water and water of similar purity); amalgams, except amalgams of precious metals.	514.990.0
ex 29.01.11	ex 29.01 Hydrocarbons, viz.:	512.110.0
ex 29.01.19	Non-gaseous, other than naphthalene.	512.120.1
ex 29.01.2		512.120.2
ex 29.01.9		512.120.3
		512.120.6
ex 29.02.5	ex 29.02 Halogenated derivatives of hydrocarbons, viz.:	512.130.3
ex 29.02.9	Non-gaseous, other than chlorinated hydrocarbons.	
29.04.2	ex 29.04 Acyclic alcohols and their halogenated, sulphonated,	512.220.1
to	nitrated or nitrosated derivatives, not including:	512.220.2
29.04.9	Methyl alcohol (methanol).	512.220.3
		512.220.9
29.05	29.05 Cyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives.	512.230.1 512.230.2 512.230.9
ex 29.07.9	ex 29.07 Halogenated, sulphonated, nitrated or nitrosated derivatives of phenols or phenol-alcohols, viz.:	512.280.1 512.280.2
	Trinitrophenol (picric acid).	
	Parachloremetacresol.	
29.08	29.08 Ethers, ether-alcohols, ether-phenols, ether-alcohol-phenols, alcohol peroxides and ether peroxides, and their halogenated, sulphonated, nitrated or nitrosated derivatives.	512.310.0
29.11.2	ex 29.11 Aldehydes, aldehyde-alcohols, aldehyde-ethers, alde-	512.410.9
29.11.3	hyde-phenols and other single or complex oxygen-	
ex 29.11.9	function aldehydes, not including:	
	Formaldehyde.	
	Paraformaldehyde.	
	Trioxymethylene.	
29.13	29.13 Ketones, ketone-alcohols, ketone-phenols, ketone-aldehydes, quinones, quinone-alcohols, quinone-phenols, quinone-aldehydes and other single or complex oxygen-function ketones and quinones, and their halogenated, sulphonated, nitrated or nitrosated derivatives.	512.431.1 512.431.2 512.431.9
29.14.1	ex 29.14 Monoacids and their anhydrides, acid halides, acid	512.511.1
29.14.2	peroxides and peracids, and their halogenated,	512.511.4
29.14.3	sulphonated, nitrated or nitrosated derivatives,	512.511.9
ex 29.14.4	not including:	
ex 29.14.9	Metallic salts of fatty acids.	
29.15	29.15 Polyacids and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphonated, nitrated, or nitrosated derivatives.	512.520.1 512.520.2 512.520.9
29.16.1	ex 29.16 Alcohol-acids, aldehyde-acids, ketone-acids, phenol-	512.531.1
29.16.2	acids and other single or complex oxygen-	to
29.16.3	function acids, and their anhydrides, acid halides,	512.531.6
ex 29.16.9	acid peroxides and peracids, and their halo-	
	genated, sulphonated, nitrated or nitrosated derivatives, viz.:	
	Potassium hydrogen tartrate (cream of tartar).	
	Acids and their halogenated, sulphonated, nitrated or nitrosated derivatives, the following:	
	Citric.	
	Gallic.	
	Lactic.	
	Salicylic.	
	Tartaric.	
29.22	29.22 Amine-function compounds	512.710.1 512.710.2
29.23	29.23 Single or complex oxygen-function amino-compounds	512.721.1 512.721.2 512.721.9
ex 29.24	ex 29.24 Quaternary ammonium salts and hydroxides; lecithins and other phospo-aminolipins; viz.:	512.730.1 512.730.2
	Acetylcholine.	512.730.3
	Choline.	
	Lecithins, animal and vegetable.	
29.25.1	ex 29.25 Amide-function compounds, not including:	512.740.9
ex 29.25.9	Urea.	
29.28	29.28 Diazo-, azo- and azoxy-compounds	512.770.0
29.31	29.31 Organo-sulphur compounds	512.810.0
29.33	29.33 Organo-mercury compounds	512.830.0
29.34	29.34 Other organo-inorganic compounds	512.840.1 512.840.9
29.35	29.35 Heterocyclic compounds; nucleic acids	512.850.1 512.850.2 512.850.3 512.850.9
29.36	29.36 Sulphonamides	512.860.0
29.37	29.37 Sultones and sultams	512.870.0
29.38	29.38 Provitamins and vitamins natural or reproduced by synthesis (including natural concentrates), derivatives thereof used primarily as vitamins, and intermixtures of the foregoing, whether or not in any solvent.	541.100.0
29.39	29.39 Hormones, natural or reproduced by synthesis, and derivatives thereof, used primarily as hormones.	541.500.0
29.40	29.40 Enzymes	512.910.1 512.910.2 512.910.9
29.42	29.42 Vegetable alkaloids, natural or reproduced by synthesis, and their salts, ethers, esters and other derivatives.	541.400.1 541.400.2 541.400.9 541.401.1

Australian Reference No.	Description of Goods (Expressed in Terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
		541..4012
		541.401.9
29.44	29.44 Antibiotics	541.300.1
		541.300.2
29.45	29.45 Other organic compounds	512.990.1
		512.990.9
30.04	30.04 Wadding, gauze, bandages and similar articles (for example, dressings, adhesive plasters, poultices), impregnated or coated with pharmaceutical substances or put up in retail packings for medical or surgical purposes, other than goods specified in Note 3 to this chapter.	541.910.1 541.910.2
30.05	30.05 Other pharmaceutical goods	541.990.1 541.990.2 541.990.4 541.990.5
31.01	31.01 Guano and other natural animal or vegetable fertilizers, whether or not mixed together, but not chemically treated.	271.100.1 271.100.9
31.04	31.04 Mineral or chemical fertilizers, potassic	271.400.0 561.300.1 561.300.2 561.300.9
32.01	32.01 Tanning extracts of vegetable origin	532.400.1 532.400.9
32.03.9	ex 32.03 Synthetic tanning substances, whether or not mixed with natural tanning materials; artificial bates for pre-tanning (for example, of enzymatic, pancreatic or bacterial origin); viz.: Synthetic tanning substances, whether or not mixed with natural tanning materials.	532.300.1
32.04	32.04 Colouring matter of vegetable origin (including dyewood extract and other vegetable dyeing extracts, but excluding indigo) or of animal origin.	532.100.1 532.100.9
32.05	32.05 Synthetic organic dyestuffs (including pigment dyestuffs); synthetic organic products of a kind used as luminophores; products of the kind known as optical bleaching agents, substantive to the fibre; natural indigo.	531.010.1 531.010.9
32.06	32.06 Colour lakes	531.020.0
ex 32.07.1 ex 32.07.2 ex 32.07.3 ex 32.07.4 ex 32.07.9	ex 32.07 Other colouring matter; inorganic products of a kind used as luminophores; not including: Colouring matter containing in any proportion oxides of zinc or white lead. Inorganic products of a kind used as luminophores. Laundry blue. Lithopone.	533.100.9
32.08	32.08 Prepared pigments, prepared opacifiers and prepared colours, vitrifiable enamels and glazes, liquid lustres and similar products, of the kind used in the ceramic, enamelling and glass industries; engobes (slips); glass frit and other glass, in the form of powder, granules or flakes.	533.310.1 533.310.2
ex 32.09.2 ex 32.09.31 ex 32.09.32 ex 32.09.33 ex 32.09.34 ex 32.09.35 ex 32.09.36 ex 32.09.39	ex 32.09 Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes in the forms or packings of a kind sold by retail, viz.: Dyes (except laundry blue and hair dyes) in forms or packings of a kind sold by retail. Pigments (except white lead) in linseed oil or other liquid media, in packs exceeding 1 gallon.	ex 533.322.2 533.322.4
32.10	32.10 Artists', students' and signboard painters' colours, modifying tints, amusement colours and the like, in tablets, tubes, jars, bottles, pans or in similar forms or packings, including such colours in sets or outfits, with or without brushes, palettes or other accessories	533.330.1 533.330.2
33.01	33.01 Essential oils (terpeneless or not); concretes and absolutes; resinoids	551.110.1 551.110.2 551.110.3 551.110.9
ex 33.04.1 ex 33.04.91 ex 33.04.99	ex 33.04 Mixtures of two or more odoriferous substances (natural or artificial) and mixtures (including alcoholic solutions) with a basis of one or more of these substances, of a kind used as raw materials in the perfumery, food, drink or other industries, viz.: Mixtures of natural essential oils. Mixtures of natural and synthetic essential oils. Mixtures of synthetic esters and ethers.	551.230.1 551.230.2
34.04	34.04 Artificial waxes (including water-soluble waxes); prepared waxes, not emulsified or containing solvents	599.710.0
34.07	34.07 Modelling pastes (including those put up for children's amusement and assorted modelling pastes); preparations of a kind known as 'dental wax' or as 'dental impression compounds', in plates, horseshoe shapes, sticks and similar forms	599.910.1 599.910.2
ex 35.01.1 35.01.2 35.01.9	ex 35.01 Casein, caseinates and other casein derivatives; casein glues, viz.: Casein, caseinates and other casein derivatives.	599.530.2
35.02	35.02 Albumins, albuminates and other albumin derivatives	599.540.0
35.03.4	ex 35.03 Gelatin (including gelatin in rectangles, whether or not coloured or surface-worked) and gelatin derivatives; glues derived from bones, hides, nerves, tendons or from similar products, and fish glues; isinglass, viz.: Isinglass.	599.551.2
35.04	35.04 Peptones and other protein substances and their derivatives; hide powder, whether or not chromed	599.560.1 599.560.2
ex 35.05.1	ex 35.05 Dextrins and dextrin glues; soluble or roasted starches; starch glues, viz.: Dextrins.	599.570.3
36.01	36.01 Propellent powders	571.110.2 571.110.9
36.02	36.02 Prepared explosives, other than propellent powders	571.120.1 571.120.2 571.120.9
36.03	36.03 Mining, blasting and safety fuses	571.210.0
36.04	36.04 Percussion and detonating caps; igniters; detonators	571.220.0
36.08	36.08 Other combustible preparations and products	899.330.1 899.330.2 899.330.3 899.330.4 899.330.5
37.01.1 ex 37.01.9	ex 37.01 Photographic plates and film in the flat, sensitized, unexposed, of any material other than paper, paperboard or cloth, not including: Photo-mechanical process plates of a kind used for photo-engraving or photo-lithography.	862.410.1 ex 862.410.9
37.02	37.02 Film in rolls, sensitized, unexposed, perforated or not	862.420.1 862.420.2 862.420.9
37.03	37.03 Sensitized paper, paperboard and cloth, unexposed or exposed but not developed	862.430.1 862.430.9
37.04	37.04 Sensitized plates and film, exposed but not developed, negative or positive	862.440.0
37.08.1 ex 37.08.91 ex 37.08.99	ex 37.08 Chemical products and flash light materials, of a kind and in a form suitable for use in photography, not including: Deep etch coatings.	ex 862.300.1 862.300.2
38.01	38.01 Artificial graphite; colloidal graphite, other than suspensions in oil	599.720.0
38.02	38.02 Animal black (for example, bone black and ivory black), including spent animal black	599.730.1 599.730.9
38.03	38.03 Activated carbon (decolourizing, depolarizing or adsorbent); activated diatomite, activated clay, activated bauxite and other activated natural mineral products	599.920.1 599.920.2
38.05	38.05 Tall oil	599.610.0
38.07	38.07 Spirits of turpentine (gum, wood and sulphate) and other terpenic solvents produced by the distillation or other treatment of coniferous woods; crude dipentene; sulphite turpentine; pine oil (excluding 'pine oils' not rich in terpineol)	599.630.1 599.630.2 599.630.3
38.08	38.08 Rosin and resin acids, and derivatives thereof other than ester gums included in heading No. 39.05; rosin spirit and rosin oils	599.640.1 599.640.2
38.09	38.09 Wood tar; wood tar oils (other than the composite solvents and thinners falling within heading No. 38.18); wood creosote; wood naphtha; acetone oil	599.650.1 599.650.2 599.645.3 599.655.0 599.650.0

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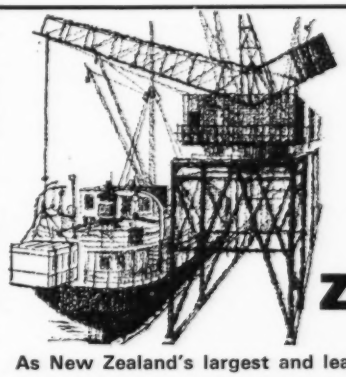

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AUSTRALIA/NEW ZEALAND FREE TRADE AGREEMENT, *continued*

Australian Reference No.	Description of Goods (Expressed in Terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
38.10	38.10 Vegetable pitch of all kinds; brewers' pitch and similar compounds based on rosin or on vegetable pitch; foundry core binders based on natural resinous products	599.660.1 599.660.2 599.660.3
ex 38.12	ex 38.12 Prepared glazings, prepared dressings and prepared mordants, of a kind used in the textile, paper, leather or like industries, viz.: Prepared glazings, prepared dressings and prepared mordants, not containing size of animal origin, shellac or artificial resins.	599.740.9
38.13	38.13 Pickling preparations for metal surfaces; fluxes and other auxiliary preparations for soldering, brazing or welding; soldering, brazing or welding powders and pastes consisting of metal and other materials; preparations of a kind used as cores or coatings for welding rods and electrodes	599.940.1 599.940.2
38.16	38.16 Prepared culture media for development of micro-organisms	599.770.0
ex 38.17	ex 38.17 Preparations and charges for fire-extinguishers; charged fire-extinguishing grenades, viz.: Preparations and charges for fire-extinguishers.	599.780.1
38.19.11 38.19.31 38.19.32 ex 38.19.911 ex 38.19.919 ex 38.19.991 ex 38.19.999	ex 38.19 Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included, viz.: Case-hardening preparations. Fire retardant preparations for timber. Fusel oil. Fusible ceramic firing testers. Gases, mixed, liquefied or compressed. Ink removers put up for retail sale. Ion exchangers. Naphthenates and sulphonaphthenates. Naphthenic acid. Plasters and preparations with a basis of plaster specially prepared for dentistry. Refractory cements and mortars.	599.990.1 599.990.2 599.990.3 599.990.4 599.990.6 599.990.7 599.990.8 599.990.9 599.991.1 599.991.2 662.330.0
39.07.52 ex 39.07.799 ex 39.07.929 ex 39.07.99	ex 39.07 Articles of materials of the kinds described in headings Nos. 39.01 to 39.06, viz.: Aprons, X-ray protective, of lead impregnated plastic. Artificial eyes. Watch glasses.	893.201.1 893.201.6 893.201.9
40.02	40.02 Synthetic rubber latex; pre-vulcanized synthetic rubber latex; synthetic rubber; factice derived from oils	231.200.0
40.03	40.03 Reclaimed rubber	231.300.0
40.14.91	ex 40.14 Other articles of unhardened vulcanized rubber, viz.: Milking machine parts.	629.980.8
41.01	41.01 Raw hides and skins (fresh, salted, dried, pickled or limed), whether or not split, including sheepskins in the wool	211.100.0 211.200.0 211.400.0 211.600.0 211.700.0 211.900.0
41.03.1 ex 41.03.9	ex 41.03 Sheep and lamb skin leather, except leather falling within heading No. 41.06, 41.07 or 41.08, viz.: Crust or rough tanned.	611.910.1
42.02.2	ex 42.02 Travel goods (for example, trunks, suit-cases, hat-boxes, travelling-bags, rucksacks), shopping-bags, handbags, satchels, brief-cases, wallets, purses, toilet-cases, tool-cases, tobacco-pouches, sheaths, cases, boxes (for example, for arms, musical instruments, binoculars, jewellery, bottles, collars, footwear, brushes) and similar containers, of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric, viz.: Spectacle cases.	831.000.3
ex 42.06.9	ex 42.06 Articles made from gut (other than silk-worm gut), from goldbeater's skin, from bladders or from tendons, not including: Catgut and artificial catgut.	899.910.9
43.01	43.01 Raw furskins	212.000.1 to 212.000.9
ex 43.03	ex 43.03 Articles of furskins, viz.: Polishing caps or mops for power-driven spindles	842.010.3
ex 43.04.9	ex 43.04 Artificial fur and articles made thereof, viz.: Polishing caps or mops for power-driven spindles	842.020.3
44.01	44.01 Fuel wood, in logs, in billets, in twigs or in faggots; wood waste, including sawdust	241.100.0
44.03	44.03 Wood in the rough, whether or not stripped of its bark or merely roughed down	242.100.0 242.210.0 242.310.0 242.400.0 242.900.1 242.900.2
44.04	44.04 Wood, roughly squared or half-squared, but not further manufactured	242.220.1 to 242.220.9 242.320.1 to 242.320.9
44.05	44.05 Wood sawn lengthwise, sliced or peeled, but not further prepared, of a thickness exceeding five millimetres	243.210.1 to 243.210.9 243.310.1 to 243.310.9
44.06	44.06 Wood paving blocks	631.810.0 243.100.0
44.07	44.07 Railway or tramway sleepers of wood	631.820.0
44.08	44.08 Riven staves of wood, not further prepared than sawn on one principal surface; sawn staves of wood, of which at least one principal surface has been cylindrically sawn, not further prepared than sawn	
44.09	44.09 Hoopwood; split poles; piles, pickets and stakes of wood, pointed but not sawn lengthwise; chip-wood; wood chips of a kind suitable for use in the manufacture of vinegar or for the clarification of liquids	631.830.1 631.830.2 631.830.3
44.10	44.10 Wooden sticks, roughly trimmed but not turned, bent not otherwise worked suitable for the manufacture of walking-sticks, whips, golf club shafts, umbrella handles, tool handles or the like	631.840.1 631.840.9
44.12	44.12 Wood wool and wood flour	631.860.0
44.13.1 44.13.3 44.13.9	ex 44.13 Wood (including blocks, strips and friezes for parquet or wood block flooring, not assembled), planed, tongued, grooved, rebated, chamfered, V-jointed, centre V-jointed, beaded, centre-beaded or the like, but not further manufactured, not including: Wood cut to size for making boxes.	ex 243.220.0 ex 243.320.0
44.14	44.14 Wood sawn lengthwise, sliced or peeled but not further prepared, of a thickness not exceeding five millimetres; veneer sheets and sheets for plywood, of a thickness not exceeding five millimetres	631.100.1 631.100.2
44.15.19 44.15.91	ex 44.15 Plywood, blockboard, laminboard, battenboard and similar laminated wood products (including veneered panels and sheets); inlaid wood and wood marquetry, viz.: Flooring of laminated wood, the wearing layer of which is oak or beech, tongued or grooved or tongued and grooved. Plywood.	631.210.1 ex 631.210.2
ex 44.22.1 ex 44.22.9	ex 44.22 Casks, barrels, vats, tubs, buckets and other coopers' products and parts thereof, of wood, other than staves falling within heading No. 44.08, not including: Casks, barrels, vats, tubs, buckets and other completed coopers' products.	632.200.2 632.200.3 ex 632.200.9
44.25.31	ex 44.25 Wooden tools, tool bodies, tool handles, broom and brush bodies and handles; boot and shoe lasts and trees, of wood, viz.: Last blocks, rough sawn or rough turned.	ex 632.810.2
45.03	45.03 Articles of natural cork	633.010.0
45.04.1 ex 45.04	ex 45.04 Agglomerated cork (being cork agglomerated with or without a binding substance) and articles of agglomerated cork, not including:	633.020.1
45.04.2		633.020.2
ex 45.04.3 ex 45.04.99	Floor mats and tiles. Gaskets and similar joints. Table mats.	633.021.3 633.021.9
47.01	47.01 Pulp derived by mechanical or chemical means from any fibrous vegetable material	251.200.0 to 251.900.0
47.02	47.02 Waste paper and paperboard; scrap articles of paper or of paperboard, fit only for use in paper-making	251.100.0
48.01	48.01 Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets	641.101.1 to 641.211.9 641.310.1 to 641.506.1 641.700.0
48.02	48.02 Hand-made paper and paperboard	641.910.0
48.03	48.03 Parchment or greaseproof paper and paperboard, and imitations thereof, and glazed transparent paper, in rolls or sheets	to 641.911.2
48.04	48.04 Composite paper or paperboard (made by sticking flat layers together with an adhesive), not surface-coated or impregnated, whether or not internally reinforced, in rolls or sheets	641.920.0 to 641.924.0
48.05	48.05 Paper and paperboard, corrugated (with or without flat surface sheets), creped, crinkled, embossed or perforated, in rolls or sheets	641.930.1 to 641.937.1
ex 48.07.11 ex 48.07.12 ex 48.07.2 ex 48.07.31 ex 48.07.32 ex 48.07.33 ex 48.07.34 ex 48.07.39 ex 48.07.4 48.07.6 ex 48.07.71 ex 48.07.72 ex 48.07.73 ex 48.07.741 ex 48.07.742 ex 48.07.749 ex 48.07.751 ex 48.07.759 ex 48.07.76 ex 48.07.79 ex 48.07.81 ex 48.07.821 ex 48.07.822 ex 48.07.829 ex 48.07.83 ex 48.07.84 ex 48.07.89 ex 48.07.911 ex 48.07.919 ex 48.07.99	ex 48.07 Paper and paperboard, impregnated, coated, surface-coloured surface-decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49), in rolls or sheets, not including: Carbon and similar coated copying paper. Waxed paper and paperboard. Printed paper and paperboard. Paper and paperboard (including paper felt) impregnated with tar, bitumen or the like.	641.222.1 ex 641.222.9 641.223.1 641.223.2 ex 641.223.3 ex 641.223.9 641.224.1 641.224.9 ex 641.225.1 641.225.2 641.225.5 ex 641.225.9 641.953.1 641.953.9 641.954.4 641.954.9 641.956.1 641.956.2 641.956.9 641.957.1 641.957.2 641.957.9 ex 641.958.1 ex 641.958.9 ex 641.959.
48.08	48.08 Filter blocks slabs, and plates, of paper pulp	641.960.0

Australian Reference No.	Description of Goods (Expressed in Terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
48.15.11 48.15.12 ex 48.15.19	ex 48.15 Other paper and paperboard, cut to size or shape, viz.: Filter paper. Paper for use in wrapping fruit.	642.930.1 ex 642.930.3
49.01	49.01 Printed books, booklets, brochures, pamphlets and leaflets	892.110.1 892.110.2 892.110.9
49.02	49.02 Newspapers, journals and periodicals, whether or not illustrated (NOTE: Paper patterns, transfers, jewellery, toys, or other articles (except prints) issued as supplements to the goods of this heading are not included).	892.200.1 892.200.2
49.03	49.03 Children's picture books and painting books	892.120.0
49.04	49.04 Music, printed or in manuscript, whether or not bound or illustrated	892.300.0
49.05	49.05 Maps and hydrographic and similar charts of all kinds, including atlases, wall maps and topographical plans, printed; printed globes (terrestrial or celestial)	892.130.1 892.130.2
49.06	49.06 Plans and drawings, for industrial, architectural, engineering, commercial or similar purposes, whether original or reproductions on sensitized paper; manuscripts and typescripts	892.920.0
ex 49.07.1	ex 49.07 Unused postage, revenue and similar stamps of current or new issue in the country to which they are destined; stamp-impressed paper; bank-notes, stock, share and bond certificates and similar documents of title; cheque books, viz.: Banknotes.	892.931.2
ex 50.09.1 ex 50.09.311 ex 50.09.319 ex 50.09.41 ex 50.09.493 ex 50.09.499	ex 50.09 Woven fabrics of silk or of waste silk other than noil, viz.: Fabrics wholly of silk, not assembled by sewing, gumming or similar operation.	653.110.5
51.02	51.02 Monofil, strip (artificial straw and the like) and imitation catgut, of man-made fibre materials	651.620.1 651.620.9 651.720.1 651.720.9
ex 51.04	ex 51.04 Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02, not including: Woven fabrics wholly of, or of which not less than 50% by weight, of the man-made fibres are, synthetic fibres. Woven fabrics wholly of, or of which not less than 50% by weight, of the man-made fibres are, artificial fibres, being fabrics that: (a) contain sheep's or lambs' wool or fine animal hair; (b) weigh six ounces or more per square yard and contain man-made discontinuous fibres; (c) have been assembled by sewing, gumming or similar operation; (d) are linings; or (e) are tyre cord fabrics. (NOTE: For the purpose of the foregoing: 'synthetic fibres' means man-made fibres as defined in Note 1 (a) to Chapter 51; and 'artificial fibres' means man-made fibres as defined in Note 1 (b) to Chapter 51.)	653.610.9
52.02	52.02 Woven fabrics of metal thread or of metallized yarn, of a kind used in articles of apparel, as furnishing fabrics or the like	653.910.1 653.910.9
53.01	53.01 Sheep's or lambs' wool not carded or combed	262.100.0 262.200.0
53.02	53.02 Other animal hair (fine or coarse), not carded or combed	262.300.0 262.590.0
53.03	53.03 Waste of sheep's or lambs' wool or of other animal hair (fine or coarse) not pulled or garnetted	262.900.0
53.04	53.04 Waste of sheep's or lambs' wool or of other animal hair (fine or coarse), pulled or garnetted (including pulled or garnetted rags)	262.600.0
53.05	53.05 Sheep's or lambs' wool or other animal hair (fine or coarse), carded or combed	262.700.0 262.800.0
53.08	53.08 Yarn of fine animal hair (carded or combed), not put up for retail sale	651.230.0
55.05.1	ex 55.05 Cotton yarn, not put up for retail sale, viz.: Sewing threads.	651.300.1 651.410.1
55.06.1 ex 55.06.9	ex 55.06 Cotton yarn, put up for retail sale, viz.: Sewing threads.	651.420.1
ex 55.08	ex 55.08 Terry towelling and similar terry fabrics, of cotton, not including: Fabrics assembled by sewing, gumming or similar operation.	652.120.0 652.220.9
ex 55.09	ex 55.09 Other woven fabrics of cotton, viz.: Unbleached fabrics, not being fabrics that: (a) are mercerized; (b) have a raised nap on one or both sides; or (c) contain sheep's or lambs' wool or fine animal hair. Bleached or mercerized fabrics, not being fabrics that: (a) contain sheep's or lambs' wool or fine animal hair; (b) weigh six ounces or more per square yard and contain man-made discontinuous fibres; or (c) have been assembled by sewing, gumming or similar operation, being fabrics that: (i) weigh six ounces or more per square yard and are of plain or twill weave and are not printed; (ii) are printed and have a raised nap on one or both sides; (iii) weigh less than 8 ounces per square yard and are bleached, dyed or printed; or (iv) are of Jacquard weaves or designs and are not printed or dyed.	652.130.2 652.130.4 652.130.9 652.291.3 652.292.3 652.293.1 652.293.2 652.293.3 652.294.1
57.06	57.06 Yarn of jute	651.920.1 651.920.9
57.10	57.10 Woven fabrics of jute	653.401.1 to 653.401.9
ex 58.02.1 ex 58.02.3 58.02.911 58.02.991	ex 58.02 Other carpets, carpeting, rugs, mats and matting, and 'Kelem', 'Schumacks' and 'Karamanie' rugs and the like (made up or not), viz.: Floor rugs of wool or containing wool.	ex 657.600.2
58.08	58.08 Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), plain	654.040.0
58.09	58.09 Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), figured; hand or mechanically made lace, in the piece, in strips or in motifs	654.050.0
58.10	58.10 Embroidery, in the piece, in strips or in motifs	654.060.0
59.09	59.09 Textile fabrics coated or impregnated with oil or preparations with a basis of drying oil	655.440.1 to 655.440.9
59.10	59.10 Linoleum and materials prepared on a textile base in a similar manner to linoleum, whether or not cut to shape or of a kind used as floor coverings; floor coverings consisting of a coating applied on a textile base, cut to shape or not	657.420.1 657.420.2
59.14	59.14 Wicks, of woven, plaited or knitted textile materials, for lamps, stoves, lighters, candles and the like; tubular knitted gas-mantle fabric and incandescent gas mantles	655.820.1 565.820.2
ex 59.15	ex 59.15 Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials, viz.: Without couplings or other fittings.	655.910.0
65.01	65.01 Hat-forms, hat bodies and hoods of felt, neither blocked to shape nor with made brims; plateaux and manchons (including slit manchons) of felt	655.710.1 655.710.2
65.02	65.02 Hat-shapes, plaited or made from plaited or other strips of any material, neither blocked to shape nor with made brims	655.720.0
67.04	67.04 Wigs, false beards, hair pads, curls, switches and the like, of human or animal hair or of textiles; other articles of human hair (including hair nets)	899.950.1 899.950.9
68.04	68.04 Millstones, grindstones, grinding wheels and the like (including grinding, sharpening, polishing, trueing and cutting wheels, heads, discs and points), of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery, with or without cores, shanks, sockets, axles and the like of other materials, but not mounted on frameworks: segments and other finished parts of such stones and wheels, of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery	663.110.0 663.120.0
68.05	68.05 and polishing stones, whetstones, oilstones, hones and the like, of natural stone, of agglomerated natural or artificial abrasives, or of pottery	
ex 68.13.1 68.13.2 68.13.9	ex 68.13 Fabricated asbestos and articles thereof (for example, asbestos board, thread and fabric; asbestos cloth-ing, asbestos jointing), reinforced or not, other than goods falling within heading No. 68.14; mixtures with a basis of asbestos and mixtures with a basis of asbestos and magnesium carbon-ate, and articles of such mixtures; not including: Asbestos millboard.	663.810.1 663.810.2 663.810.3 663.810.4 663.810.9
ex 68.14.1 ex 68.14.9	ex 68.14 Friction material (segments, discs, washers, strips, sheets, plates, rolls and the like) of a kind suitable for brakes, for clutches or the like, with a basis of asbestos, other mineral substances or of cellulose, whether or not combined with textile or other materials, viz.: Friction material in the piece. Clutch facings of annular shape, whether or not holed for fixing or mounting.	663.820.1 663.820.2
68.15	68.15 Worked mica and articles of mica, included bonded mica splittings on a support of paper or fabric (for example, micanite and micafolium)	663.400.0
ex 69.14.9	ex 69.14 Other articles of ceramic materials, viz.: Handles, knobs, finger plates and other fittings for doors. Burners, radiants and other parts for lamps, gas fires and stoves.	663.920.3 663.920.4
70.07	70.07 Cast, rolled, drawn or blown glass (including flashed or wired glass) cut to shape other than rectangular shape, or bent or otherwise worked (for example, edge worked or engraved), whether or not surface ground or polished; multiple-walled insulating glass; leaded lights and the like	664.910.1 664.910.2 664.910.4 664.910.9
ex 70.10.91 ex 70.10.99	ex 70.10 Carboys, bottles, jars, pots, tubular containers and similar containers, of glass, of a kind commonly used for the conveyance or packing of goods; stoppers and other closures, of glass, viz.: Bottles, perfumery, blue, of 3 c.c. capacity. Bottles, perfume, of 2 dram capacity. Bottles, dropper, ¼ oz., ½ oz., and 1 oz. capacity. Bottles, perfume, metallic finish. Bottles, hand lotion, tweed and tiara, 4½ oz. capacity. Bottles, bath salts, 9 oz. capacity. Bottles, perfume, tiara bouquet, 2 oz. and 4 dram capacity. Bottles, perfume, tweed bouquet, 4 oz. capacity. Bottles, perfume, tweed, ¼ oz. capacity. Bottles, tweed bubble bath oil, 2 oz. capacity. Bottles, essence of tweed, 5 dram capacity. Bottles, perfume, tiara, ¼ oz. capacity. Bottles, perfumery, instant beauty, 40 ml. capacity. Bottles, toilet water, 41 ml. capacity. Bottles, creamy skin perfume, 14 ml. capacity. Bottles, nail polish, 14 ml. capacity. Jars, opal glass. Vials, neutral glass, 3 c.c., 5 c.c., 10 c.c., 60 c.c. 20 ml. and 50 ml. capacity. Vials, sulphur glass, 20 ml. and 30 ml. capacity.	665.110.3

(*Continued on next page*)

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Australian Reference No.	Description of Goods (Expressed in Terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
70.14.941 ex 70.14.949 70.14.991 ex 70.14.999	ex 70.14 Illuminating glassware, signalling glassware and optical elements of glass, not optically worked nor of optical glass, viz.: Lenses, unmounted; moulded glasses for vehicle lamps.	812.410.2
70.15	70.15 Clock and watch glasses and similar glasses (including glass of a kind used for sunglasses but excluding glass suitable for corrective lenses), curved, bent, hollowed and the like: glass spheres and segments of spheres, of a kind used for the manufacture of clock and watch glasses and the like	664.930.0
70.16	70.16 Bricks, tiles, slabs, paving blocks, squares and other articles of pressed or moulded glass, of a kind commonly used in building; multi-cellular glass in block's, slabs, plates, panels and similar forms	664.600.1 664.600.2
70.17	70.17 Laboratory, hygienic and pharmaceutical glassware, whether or not graduated or calibrated; glass ampoules	665.810.0
70.18	70.18 Optical glass and elements of optical glass, other than optically worked elements; blanks for corrective spectacle lenses	664.200.0
70.21.1 ex 70.21.91 ex 70.21.99	ex 70.21 Other articles of glass, viz.: Handles, knobs, finger plates and other fittings for doors. Floats for fishing nets.	665.890.1 665.890.4
71.02	71.02 Precious and semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport)	275.100.0 667.200.0 667.300.1 667.300.9
71.04	71.04 Dust and powder of natural or synthetic precious or semi-precious stones	275.210.0
71.05	71.05 Silver, including silver gilt and platinum-plated silver, unwrought or semi-manufactured	681.110.1 to 681.110.9
71.06	71.06 Rolled silver, unworked or semi-manufactured	681.120.0
71.07	71.07 Gold, including platinum-plated gold, unwrought or semi-manufactured	971.010.0 971.030.1 971.030.2 971.030.9
ex 73.13.2	ex 73.13 Sheets and plates, of iron or steel, hot-rolled or cold-rolled, viz.: Tinplate, not worked and not coiled.	674.700.2
ex 73.16.1	ex 73.16 Railway and tramway track construction material of iron or steel, the following: rails, check-rails, switch blades, crossings (or frogs), crossing pieces, point rods, rack rails, sleepers, fish-plates, chairs, chair wedges, sole plates (base plates), rail clips, bedplates, ties and other material specialized for joining or fixing rails, viz.: Rails.	ex 676.100.0
73.22	73.22 Reservoirs, tanks, vats and similar containers, for any material, of iron or steel, of a capacity exceeding 300 litres, whether or not lined or heat-insulated, but not fitted with mechanical or thermal equipment	692.110.1 692.110.9
73.24	73.24 Compressed gas cylinders and similar pressure containers, of iron or steel	692.310.0
73.28	73.28 Expanded metal, of iron or steel	693.410.0
73.29	73.29 Chain and parts thereof, of iron or steel	698.300.1 698.300.2 698.300.3
73.30	73.30 Anchors and grapnels and parts thereof, of iron or steel	698.400.0
ex 73.31.1	ex 73.31 Nails, tacks, staples, hook-nails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials, but not including such articles with heads of copper, viz.: Dogspikes and deckspikes.	694.110.1
73.33	73.33 Needles for hand sewing (including embroidery), hand carpet needles and hand knitting needles, bodkins, crochet hooks and the like, and embroidery stilettos, of iron or steel, including blanks	698.510.1 698.510.2 698.510.3
73.34.1 ex 73.34.9	ex 73.34 Pins (excluding hatpins and other ornamental pins and drawing pins), hairpins and curling grips, of iron or steel, not including: Safety pins. Toilet pins. Hairpins. Curling grips.	698.520.9
ex 73.38.992 ex 73.38.993 ex 73.38.999	ex 73.38 Articles of a kind commonly used for domestic purposes, builders' sanitaryware for indoor use, and parts of such articles and ware, of iron or steel, viz.: Capacity measures.	697.210.1
73.40.2 73.40.42 ex 73.40.99	ex 73.40 Other articles of iron or steel, viz.: Balls or rods for use in grinding mills. Rabbit traps and similar traps. Fittings for ships, boats and other vessels, viz.: Boom straps, Highfield levers, hoist yokes, mast bands, mast hounds, spinnaker pole ends, spreader sockets, stay adjusters and tiller extensions, of stainless steel. Splash lubricated fishing rollers.	698.910.6 698.911.4 698.911.7
74.01.3	ex 74.01 Copper matte; unwrought copper (refined or not); copper waste and scrap, viz.: Copper waste and scrap.	284.020.0
ex 74.03.111 ex 74.03.119 ex 74.03.199	ex 74.03 Wrought bars, rods, angles, shapes and sections, of copper; copper wire, viz.: Bars and rods of unalloyed copper.	682.211.1
74.11	74.11 Gauze, cloth, grill, netting, fencing reinforcing fabric, and similar materials (including endless bands), of copper wire	693.320.0
74.13	74.13 Chain and parts thereof, of copper	698.810.0
74.19.2 74.19.5 ex 74.19.91 ex 74.19.99	ex 74.19 Other articles of copper, viz.: Pins, other than safety pins.	698.920.2

Australian Reference No.	Description of Goods (Expressed in Terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
75.01.3	ex 75.01 Nickel mattes, nickel speiss and other intermediate products of nickel metallurgy; unwrought nickel (excluding electro-plating anodes); nickel waste and scrap, viz.:	284.030.0
	Nickel waste and scrap.	
75.02.2	ex 75.02 Wrought bars, rods, angles, shapes and sections, of nickel; nickel wire, viz.:	683.210.1
	Nickel wire.	
75.03.1 75.03.2	ex 75.03 Wrought plates, sheets, and strip, of nickel; nickel foil; nickel powders and flakes, viz.:	683.220.2
	Wrought plates, sheets and strip, of nickel.	
	Nickel foil.	
75.04	75.04 Tubes and pipes and blanks therefor, of nickel; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of nickel	683.230.0
75.05	75.05 Electro-plating anodes, of nickel, wrought or unwrought, including those produced by electrolysis	683.240.0
ex 76.01	ex 76.01 Unwrought aluminium; aluminium waste and scrap, viz.:	284.040.0
	Aluminium waste and scrap.	
76.09.1	ex 76.09 Reservoirs, tanks, vats and similar containers, for any material, of aluminium, of a capacity exceeding 300 litres, whether or not lines or heat-insulated, but not fitted with mechanical or thermal equipment, viz.:	ex 692.130.0
	Tanks and vats, enamelled or jacketed, whether or not lined or heat-insulated.	
76.13	76.13 Gauze, cloth, grill, netting, reinforcing fabric and similar materials, of aluminium wire	693.330.0
ex 76.16.499	ex 76.16 Other articles of aluminium, viz.:	698.940.3
ex 76.16.91	Rivets.	698.942.3
ex 76.16.99	Shields for the valves and tubes of heading No. 85.21, and parts therefor.	698.942.4
77.01.2	ex 77.01 Unwrought magnesium; magnesium waste (excluding shavings of uniform size) and scrap, viz.:	284.050.0
	Magnesium waste (excluding shavings of uniform size) and scrap.	
78.01.11 to 78.01.129	ex 78.01 Unwrought lead (including argentiferous lead); lead waste and scrap; not including:	284.060.0 685.100.9
	Solder.	
78.01.2		
ex 78.02.11 ex 78.02.19 78.02.21 ex 78.02.22	ex 78.02 Wrought bars, rods, angles, shapes and sections, of lead; lead wire; not including:	685.210.2 685.210.9
	Solder.	
ex 78.04.1	ex 78.04 Lead foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material), of a weight per square metre (excluding any backing) not exceeding 1,700 grammes; lead powders and flakes, viz.:	685.230.8 685.230.9
	Lead foil, not printed.	
79.01	79.01 Unwrought zinc; zinc waste and scrap . . .	284.070.0 686.100.1 686.100.9
79.02	79.02 Wrought bars, rods, angles, shapes and sections, of zinc; zinc wire	686.210.1 686.210.2 686.210.3
79.03	79.03 Wrought plates, sheets and strip, of zinc; zinc foil; zinc powders and flakes	284.080.0 686.220.1 to 686.220.5
80.01.11 80.01.121 80.01.129 80.01.2	ex 80.01 Unwrought tin; tin waste and scrap; not including:	284.090.0 687.100.9
	Solder.	
ex 80.02.11 ex 80.02.19 80.02.21 ex 80.02.22	ex 80.02 Wrought bars, rods, angles, shapes and sections, of tin; tin wire; not including:	687.210.2 687.210.9
	Solder.	
ex 80.04.1	ex 80.04 Tin foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material), of a weight per square metre (excluding any backing) not exceeding one kilogramme; tin powders and flakes, viz.:	687.231.9
	Tin foil neither printed nor embossed.	
81.01	81.01 Tungsten (wolfram), unwrought or wrought, and articles thereof.	689.410.1 689.410.2 689.410.9
81.02	81.02 Molybdenum, unwrought or wrought, and articles thereof	689.420.1 689.420.2 689.420.9
81.03	81.03 Tantalum, unwrought or wrought, and articles thereof	689.430.1 689.430.2 689.430.9
81.04	81.04 Other base metals, unwrought or wrought, and articles thereof; cermets, unwrought or wrought, and articles thereof	688.000.0 689.500.1 689.500.2 689.500.3 689.500.7 689.500.8 689.500.9
ex 82.01.13 ex 82.01.19 82.01.21 ex 82.01.22 ex 82.01.29 ex 82.01.39 82.01.9	ex 82.01 Hand tools, the following: spades, shovels, picks, hoes, forks and rakes; axes, bill hooks and similar hewing tools; scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry; not including:	695.103.1 695.104.8 695.104.9
	Spades, shovels, picks, hoes, forks and rakes.	
	Hewing tools *other than* axes, hatchets and adzes.	
	Hedge knives, pruning shears and garden trowels.	
ex 82.02.1	ex 82.02 Saws (non-mechanical) and blades for hand or or machine saws (including toothless saw blades), viz.:	695.210.9
	Saws (other than tubular frame firewood or pulpwood saws).	
82.03.1 to 82.03.5 ex 82.03.9	ex 82.03 Hand tools, the following: pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters; spanners and wrenches (but not including tap wrenches); files and rasps; not including:	695.221.1 695.221.2 695.221.3 695.221.9 695.222.1 695.222.9
	Sheep ear and other animal marking pliers.	695.223.0 695.224.0 695.225.0
ex 82.04.2 82.04.3 82.04.4 82.04.92 82.04.94 82.04.95 82.04.961 ex 82.04.962 82.04.963 82.04.993 82.04.994 ex 82.04.999	ex 82.04 Hand tools, including mounted glaziers' diamonds, not falling within any other heading of this Chapter; blow lamps, anvils; vices and clamps, other than accessories for, and parts of, machine tools; portable forges; grinding wheels mounted on frameworks (hand or pedal operated); not including:	695.232.2 695.232.3 695.232.4 695.232.7 695.233.3 695.233.9
	Beekeepers' tools.	
	Blow lamps.	
	Chisels.	
	Domestic and household articles having the character of hand tools.	
	Grease guns.	
	Grinding wheels mounted on frameworks (hand or pedal operated).	
	Hammers.	
	Oil cans.	
	Screwdrivers.	
	Whaling tools.	
	Wire strainers.	
82.05.1 82.05.2 82.05.3 82.05.42 82.05.491 ex 82.05.499 82.05.51 82.05.53 82.05.599 82.05.6 82.05.9	ex 82.05 Interchangeable tools for hand tools, for machine tools or for power-operated hand tools (for example, for pressing, stamping, drilling, tapping, threading, boring, broaching, milling, cutting, turning, dressing, morticing or screw driving), including dies for wire drawing, extrusion dies for metal, and rock drilling bits, not including:	695.240.9
	Rock drilling bits.	
82.07	82.07 Tool-tips and plates, sticks and the like for tool-tips, unmounted, of sintered metal carbides (for example, carbides of tungsten, molybdenum or vanadium)	695.260.0
ex 82.08.2	ex 82.08 Coffee-mills, mincers, juice extractors and other mechanical appliances, of a weight not exceeding ten kilogrammes and of a kind used for domestic purposes in the preparation, serving or conditioning of food or drink, viz.:	719.410.2
	Butter churns, hand operated.	
ex 82.09.91 82.09.991 ex 82.09.999	ex 82.09 Knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06, viz.:	696.010.1 696.010.3 696.010.4
	Beekeepers' uncapping and honey knives.	696.010.8
	Gardeners' pruning or budding knives with non-folding blades.	
	Flax cutting knives with non-folding blades.	
	Lino and other artificers' or tradesmen's knives, with non-folding blades.	
	Butchers' and slaughtermen's knives.	
ex 82.14.1 ex 82.14.2 ex 82.14.9	ex 82.14 Spoons, forks, fish-eaters, butter-knives, ladles, and similar kitchen or tableware, viz.:	696.060.1
	Blanks of spoons, forks and butter-knives.	
ex 83.01.91 ex 83.01.92 ex 83.01.99	ex 83.01 Locks and padlocks (key, combination or electrically operated), and parts thereof, of base metal; frames incorporating locks, for handbags, trunks or the like, and parts of such frames, of base metal; keys for any of the foregoing articles, finished or not, of base metal, viz.:	698.110.4
	Keys for locks and padlocks, finished or not, of base metal.	
83.08	83.08 Flexible tubing and piping, of base metal . .	698.820.0
83.09.2 83.09.3 83.09.4 ex 83.09.99	ex 83.09 Clasps, frames with clasps for handbags and the like, buckles, buckle-clasps, hooks, eyes, eyelets, and the like, of base metal, of a kind commonly used for clothing, travel goods, handbags, or other textile or leather goods; tubular rivets and bifurcated rivets, of base metal, viz.:	698.530.1 698.530.2 698.530.3 698.530.4
	Buckles and buckle-clasps, and the like.	
	Hooks, eyes, eyelets, and the like.	
	Tubular rivets and bifurcated rivets.	
ex 83.13.9	ex 83.13 Stoppers, crown corks, bottle caps, capsules, bung covers, seals and plumbs, case corner protectors and other packing accessories, of base metal, viz.:	698.850.3 698.850.4
	Bungs for drums.	
84.03	84.03 Producer gas and water gas generators, with or without purifiers; acetylene gas generators (water process) and similar gas generators, with or without purifiers	719.110.0
84.07	84.07 Hydraulic engines and motors (including water wheels and water turbines)	711.810.1 711.810.2 711.810.3
ex 84.08.9	ex 84.08 Other engines and motors, viz.:	711.420.1
	Gas turbine engines.	711.420.2
	Jet engines for use on aircraft.	711.420.3 711.420.4 711.600.1 711.600.2
ex 84.11.129	ex 84.11 Air pumps, vacuum pumps and air or gas compressors (including motor and turbo pumps and compressors, and free-piston generators for gas turbines); fans, blowers and the like, viz.:	719.220.3
	Ammonia gas compressors.	
84.17.2	ex 84.17 Machinery, plant and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapourizing, condensing or cooling, not being machinery or plant of a kind used for domestic purposes; instantaneous or storage water heaters, non-electrical, viz.:	ex 719.190.0
	Pasteurizers and dairy coolers.	

(Continued on next page)

AUSTRALIA/NEW ZEALAND FREE TRADE AGREEMENT, *continued*

Australian Reference No.	Description of Goods (Expressed in Terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
84.19.2 ex 84.19.3 84.19.4 ex 84.19.9	ex 84.19 Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machinery for aerating beverages; dish washing machines; not including: Machines for washing bottles or other containers. Butter packing or wrapping machines. Machinery for aerating beverages. Dish washing machines.	719.622.0
ex 84.23.1 ex 84.23.91	ex 84.23 Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (for example, mechanical shovels, coalcutters, excavators, scrapers, levellers and bulldozers); pile-drivers; snow-plough, not self-propelled (including snow-plough attachments), viz.: Coal or rock cutters.	718.420.1
ex 84.24.21 ex 84.24.29 ex 84.24.4 ex 84.24.5	ex 84.24 Agricultural and horticultural machinery for soil preparation or cultivation (for example, ploughs, harrows, cultivators, seed and fertilizer distributors); lawn and sports ground rollers, viz.: Discs for ploughs. Mouldboard plates, unbent. Plough beam forgings. Skeith plates. Steel share plates cut to pattern.	712.100.8
84.25.11 ex 84.25.2 ex 84.25.39 ex 84.25.6	ex 84.25 Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than those of a kind used in the bread grain milling industry falling within heading No. 84.29), viz.: Bailing machines, pick-up types. Mowers of the type used for cutting hay and other crops. Parts of combine harvester-threshers. Parts of forage harvesters.	712.200.1 712.200.2 712.201.5 712.201.8 712.201.9 712.203.4 712.203.5
84.26	84.26 Dairy machinery (including milking machines)	712.390.1 to 712.390.9
84.31	84.31 Machinery for making or finishing cellulosic pulp, paper or paperboard	718.110.0
84.32	84.32 Book-binding machinery, including book-sewing machines	718.210.0
84.33	84.33 Paper or paperboard cutting machines of all kinds; other machinery for making up paper pulp, paper or paperboard	718.120.0
84.34.1 84.34.21 84.34.22 ex 84.34.29 ex 84.34.39	ex 84.34 Machinery, apparatus and accessories for type-founding or type-setting; machinery, other than the machine-tools of heading No. 84.45, 84.46 or 84.47, for preparing or working printing blocks, plates or cylinders; printing type, impressed flongs and matrices, printing blocks, plates and cylinders; blocks, plates, cylinders and lithographic stones, prepared for printing purposes (for example, planed, grained or polished); not including: Stereotypes, electrotypes, impressed flongs and similar matrices, half-tone and line blocks. Photo-mechanical process plates of a kind used for photo-engraving or photo-lithography.	718.221.2 718.221.3 ex 718.221.9
84.35	84.35 Other printing machinery; machines for uses ancillary to printing	718.290.1 718.290.9
84.36.1 84.36.2 ex 84.36.3 84.36.4 84.36.9	ex 84.36 Machines for extruding man-made textiles; machines of a kind used for processing natural or man-made textile fibres: textile spinning and twisting machines; textile doubling, throwing and reeling (including weft-winding) machines; not including: Wool scouring machines.	717.110.1 717.110.3 717.110.9
84.37	84.37 Weaving machines, knitting machines and machines for making gimped yarn, tulle, lace, embroidery, trimmings, braid or net; machines for preparing yarns for use on such machines, including warping and warp sizing machines	717.120.1 717.120.2 717.120.3 717.120.4
ex 84.38.1 ex 84.38.3 ex 84.38.9	ex 84.38 Auxiliary machinery for use with machines of heading No. 84.37 (for example, dobbies, Jacquards, automatic stop motions and shuttle changing mechanisms): parts and accessories suitable for use solely or principally with the machines of the present heading or with machines falling within heading No. 84.36 or 84.37 (for example, spindles and spindle flyers, card clothing, combs, extruding nipples, shuttles, healds and heald-lifters and hosiery needles), viz.: Card clothing. Extruding nipples, spinnerets and the like for extruding man-made filaments. Needles for knitting, netting, embroidery, tulle or lace-making machines.	717.131.1 717.131.2 717.131.3
84.39	84.39 Machinery for the manufacture or finishing of felt in the piece or in shapes, including felt-hat making machines and hat-making blocks	717.140.1 717.140.2 717.140.9
84.41	84.41 Sewing machines; furniture specially designed for sewing machines; sewing machine needles	717.300.1 to 717.300.6
84.42	84.42 Machinery (other than sewing machines) for preparing, tanning or working hides, skins or leather (including boot and shoe machinery)	717.200.0
84.46	84.46 Machine-tools for working stone, ceramics, concrete, asbestos-cement and like mineral materials or for workink glass in the dold, other than machines falling within heading No. 84.49	719.510.0
84.48	84.48 Accessories and parts suitable for use solely or principally with the machines falling within headings Nos. 84.45 to 84.47, including work and tool holders, self-opening dieheads, dividing heads and other appliances for machine-tools; tool holders for any type of tool or machine-tool for working in the hand	719.540.1 719.540.9
ex 84.49.19 ex 84.49.911 ex 84.49.912	ex 84.49 Tools for working in the hand, pneumatic or with self-contained non-electric motor, viz.: Chain saws.	719.530.1
ex 84.51	84.51 Typewriters, other than typewriters incorporating calculating mechanisms; cheque-writing machines	714.100.1 714.100.2
84.52.2 ex 84.52.3 84.52.9	ex 84.52 Calculating machines; accounting machines, cash registers, postage-franking machines, ticket-issuing machines and similar machines, incorporating a calculating device; not including: Postage-franking machines. Ticket-issuing machines that print tickets.	714.200.1 714.200.2 714.200.3 714.200.9
84.53	84.53 Statistical machines of a kind operated in conjunction with punched cards (for example, sorting, calculating and tabulating machines); accounting machines operated in conjunction with similar punched cards; auxiliary machines for use with such machines (for example, punching and checking machines)	714.300.1
ex 84.54.9	ex 84.54 Other office machines (for example, hectograph or stencil duplicating machines, addressing machines, coin-sorting machines, coin-counting and wrapping machines, pencil-sharpening machines, perforating and stapling machines), viz.: Cash registers.	714.911.3
ex 84.56.4 x 84.56.99	ex 84.56 Machinery for sorting, screening, separating, washing, crushing, grinding or mixing earth, stone, ores or other mineral substances in solid (including powder and paste) form; machinery for agglomerating, moulding or shaping solid mineral fuels, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry moulds of sand, viz.: Machines for forming foundry moulds of sand.	718.511.3
84.57	84.57 Glass-working machines (other than machines for working glass in the cold); machines for assembling electric filament and discharge lamps and electronic and similar tubes and valves	718.520.0
84.61.4	ex 84.61 Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves, viz.: Valves for pneumatic tyres or tubes.	719.920.1
84.62	84.62 Ball, roller or needle roller bearings . . .	719.700.0
84.63.4	ex 84.63 Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings, viz.: Pulley blocks.	719.930.1 719.930.2
ex 85.01.11 85.01.12 85.01.21 ex 85.01.291 85.01.292 85.01.311 to 85.01.392 85.01.5 85.01.61 85.01.62 ex 85.01.631 ex 85.01.632 85.01.69 85.01.9	ex 85.01 Electrical goods of the following descriptions: generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors, not including: Battery chargers. Electric motors less than one brake horse power. Transformers.	722.101.2 722.101.3 722.101.4 722.101.6 722.101.7 722.101.9 ex 722.102.1 722.102.9
85.02	85.02 Electro-magnets; permanent magnets and articles of special materials for permanent magnets, being blanks of such magnets; electro-magnetic and permanent magnet chucks, clamps, vices and similar work holders; electro-magnetic clutches and couplings; electro-magnetic brakes; electro-magnetic lifting heads	729.910.1 to 729.910.7
ex 85.05.91 ex 85.05.99	ex 85.05 Tools for working in the hand, with self-contained electric motor, not including: Concrete vibrators. Drills. Textile cutters.	729.600.1 729.600.2 729.600.3 729.600.9 ex 729.601.9
85.08.6 85.08.7	ex 85.08 Electrical starting and ignition equipment for internal combustion engines (including ignition magnetos, magneto-dynamos, ignition coils, starter motors, sparking plugs and glow plugs); dynamos and cut-outs for use in conjunction therewith, viz.: Distributors. Dynamos or generators.	729.410.2 729.410.5
85.13.11	ex 85.13 Electrical line telephonic and telegraphic apparatus (including such apparatus for carrier-current line systems), viz.: Telephone handsets.	ex 724.910.1 724.910.2
ex 85.14.9	ex 85.14 Microphones and stands therefor; loudspeakers; audio-frequency electric amplifiers, viz.: Microphones and stands therefor.	724.920.3
85.18	85.18 Electrical capacitors, fixed or variable . . .	729.950.1 729.950.2 729.950.3 729.950.4
ex 85.19.29	ex 85.19 Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (for example, switches, relays, fuses, lightning arresters, surge suppressors, plugs, lampholders, terminals, terminal strips and junction boxes); resistors, fixed or variable (including potentiometers), other than heating resistors; switchboards (other than telephone switchboards) and control panels, viz.: Bell pushes.	722.200.1
ex 85.20.19	ex 85.20 Electric filament lamps and electric discharge lamps	729.200.3

Australian Reference No.	Description of Goods (Expressed in Terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
ex 85.20.21 ex 85.20.291 ex 85.20.299	(including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flash-bulbs, viz.: Ultra-violet and infra-red lamp bulbs or tubes.	
85.21.12 85.21.13 85.21.19	ex 85.21 Thermionic, cold cathode and photo-cathode valves and tubes (including vapour or gas filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photocells; mounted transistors and similar mounted devices incorporating semi-conductors; mounted piezo-electric crystals; not including: Television picture tubes.	729.300.2 to 729.300.9
85.21.2 to 85.21.9		
ex 85.23.95 ex 85.23.991 ex 85.23.999	ex 85.23 Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including co-axial cable), whether or not fitted with connectors, viz.: Wire and cable insulated only with lacquer or enamel, not fitted with connectors.	723.104.2
85.27	85.27 Electrical conduit tubing and joints therefor, of base metal lined with insulating material.	723.230.0
86.10	86.10 Railway and tramway track fixtures and fittings; mechanical equipment, not electrically powered, for signalling to or controlling road, rail or other vehicles, ships or aircraft; parts of the foregoing fixtures, fittings or equipment.	719.660.0
87.01.2	ex 87.01 Tractors (other than those falling within heading No. 87.07), whether or not fitted with power take-offs, winches or pulleys, viz.: Garden tractors.	712.500.1
87.08	87.08 Tanks and other armoured fighting vehicles, motorized, whether or not fitted with weapons, and parts of such vehicles.	951.011.0
88.02	88.02 Flying machines, gliders and kites; rotochutes .	734.100.1 734.100.2 734.100.3 734.101.0
88.03	88.03 Parts of goods falling in heading No. 88.01 or 88.02 .	734.920.1 734.920.9
ex 89.01.99	ex 89.01 Ships, boats and other vessels not falling within any of the following headings of this Chapter, viz.: Surf skis on declaration that they have been specially imported for and will be used by life saving clubs.	ex 735.300.1
90.01	90.01 Lenses, prisms, mirrors and other optical elements, of any material, unmounted, other than such elements of glass not optically worked; sheets or plates, of polarizing material.	861.110.1 to 861.110.9
90.07	90.07 Photographic cameras; photographic flashlight apparatus.	861.400.1 to 861.400.9
ex 90.09.9	ex 90.09 Image projectors (other than cinematographic projectors); photographic (except cinematographic) enlargers and reducers, viz.: Microfilm printing projectors.	861.601.1
90.10.1 to 90.10.3	ex 90.10 Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this Chapter; photocopying apparatus (contact type); spools or reels, for film; screens for projectors; not including: Screens for projectors.	861.690.1 861.690.2 861.690.4 861.690.9
90.10.5 to 90.10.9		
90.12	90.12 Compound optical microscopes, whether or not provided with means for photographing or projecting the image.	861.340.0
ex 90.13.3 ex 90.13.9	ex 90.13 Optical appliances and instruments (but not including lighting appliances other than searchlights or spotlights), not falling within any other heading of this Chapter, viz.: Stereoscopes.	861.390.4
90.14	90.14 Surveying (including photogrammetrical surveying), hydrographic, navigational, meteorological, hydrological and geophysical instruments; compasses; rangefinders.	861.910.1 861.910.9
90.15	90.15 Balances of a sensitivity of 5 centigrammes or better, with or without their weights.	861.920.0
90.16	90.16 Drawing, marking-out and mathematical calculating instruments, drafting machines, pantographs, slide rules, disc calculators and the like; measuring or checking instruments, appliances and machines, not falling within any other heading of this Chapter (for example, micrometers, callipers, gauges, measuring rods, balancing machines); profile projectors.	861.930.1 861.930.9
90.17	90.17 Medical, dental, surgical and veterinary instruments and appliances (including electro-medical apparatus and ophthalmic instruments).	726.101.0 861.711.1 to 861.711.9
90.18	90.18 Mechano-therapy appliances; massage apparatus; psychological aptitude-testing apparatus; artificial respiration, ozone therapy, oxygen therapy, aerosol therapy or similar apparatus; breathing appliances (including gas masks and similar respirators).	861.720.1 to 861.720.9
90.19	90.19 Orthopaedic appliances, surgical belts, trusses and the like; artificial limbs, eyes, teeth and other artificial parts of the body; deaf aids; splints and other fracture appliances.	899.610.1 to 899.620.9
90.20.3 to 90.20.9	ex 90.20 Apparatus based on the use of X-rays or of the radiations from radio-active substances (including radiography and radiotherapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like ; not including : X-ray generators. X-ray tubes.	726.200.9
90.21	90.21 Instruments, apparatus or models, designed solely for demonstrational purposes (for example, in education or exhibition), unsuitable for other uses.	861.940.0
90.22	90.22 Machines and appliances for testing mechanically the hardness, strength, compressibility, elasticity and the like properties of industrial materials (for example, metals, wood, textiles, paper or plastics).	861.950.0
90.27.2 to	ex 90.27 Revolution counters, production counters, taximeters, mileometers, pedometers and the like,	861.820.1 861.820.9

Australian Reference No.	Description of Goods (Expressed in Terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
90.27.9	speed indicators (including magnetic speed indicators) and tachometers (other than articles falling within heading No. 90.14); stroboscopes; not including: Taximeters.	
91.05	91.05 Time of day recording apparatus; apparatus with clock or watch movement (including secondary movement) or with synchronous motor, for measuring, recording or otherwise indicating intervals of time.	864.230.1 864.230.2 864.230.9
91.06	91.06 Time switches with clock or watch movement (including secondary movement) or with synchronous motor.	864.240.0
92.01.1	ex 92.01 Pianos (including automatic pianos, whether or not with keyboards); harpsichords and other keyboard stringed instruments; harps but not including aeolian harps, viz.: Pianos.	891.410.1
92.02	92.02 Other string musical instruments	891.420.1 to 891.420.9
92.10.1 to 92.10.3 92.10.6 92.10.9	ex 92.10 Parts and accessories of musical instruments (other than strings), including perforated music rolls and mechanisms for musical boxes; metronomes, tuning forks and pitch pipes of all kinds; not including: Metronomes. Tuning forks. Pitch pipes.	891.900.5 891.900.9
92.13.51	ex 92.13 Other parts and accessories of apparatus falling within heading No. 92.11, viz.: Styli, whether or not mounted.	891.121.4 891.121.5
93.03	93.03 Artillery weapons, machine-guns, sub machine-guns and other military firearms and projectors (other than revolvers and pistols).	951.020.0
ex 93.06.11 ex 93.06.19 ex 93.06.2 ex 93.06.991 ex 93.06.992 ex 93.06.999	ex 93.06 Parts of arms, including roughly sawn gun stock blocks and gun barrel blanks, but not including parts of side-arms, viz.: Parts of goods falling within heading No. 93.02 or 93.03.	ex 951.030.0
93.07.11 ex 93.07.2 ex 93.07.39 ex 93.07.41 ex 93.07.49 ex 93.07.9	ex 93.07 Bombs, grenades, torpedoes, mines, guided weapons and missiles and similar munitions of war, and parts thereof; ammunition and parts thereof, including cartridge wads; lead shot prepared for ammunition, viz.: Bombs, grenades, torpedoes, mines, guided weapons and missiles and similar munitions of war, and parts thereof. Ammunition and parts thereof, including cartridge wads, for the arms of heading No. 93.03. Lead shot prepared for ammunition.	571.402.7 951.060.1 951.060.2 951.060.9
94.02	94.02 Medical, dental, surgical or veterinary furniture (for example, operating tables, hospital beds with mechanical fittings); dentists' and similar chairs with mechanical elevating, rotating or reclining movements; parts of the foregoing articles.	821.020.1 821.020.9
96.06	96.06 Hand sieves and hand riddles, of any material .	899.270.1 to 899.270.9
ex 97.06.9	ex 97.06 Appliances, apparatus, accessories and requisites for gymnastics or athletics, or for sports and outdoor games (other than articles falling within heading No. 97.04), viz.: Mulberry bends, for hockey blades, dressed or partly dressed. Tennis, football and other nets.	894.420.1 ex 894.429.9
ex 97.07.1 97.07.9	ex 97.07 Fish-hooks, line fishing rods and tackle; fish landing nets and butterfly nets; decoy 'birds', lark mirrors and similar hunting or shooting requisites; not including: Fish-hooks, unmounted and without attachments.	894.410.2 894.410.9
98.01.2	ex 98.01 Buttons and button moulds, studs, cuff-links, and press-fasteners, including snap-fasteners and press-studs; blanks and parts of such articles, viz.: Press-fasteners, including snap-fasteners and press-studs: blanks and parts thereof.	899.520.2
98.05.1 98.05.2 98.05.3 ex 98.05.9	ex 98.05 Pencils (other than pencils of heading No. 98.03), pencil leads, slate pencils, crayons and pastels, drawing charcoals and writing and drawing chalks; tailors' and billiards chalks; not including: School chalks. Sheep marking crayons.	895.230.1 to 895.230.9 895.231.2 895.231.4 895.231.5
98.13	98.13 Corset busks and similar supports for articles of apparel or clothing accessories.	899.550.0
99.01	99.01 Paintings, drawings and pastels, executed entirely by hand (other than industrial drawings falling within heading No. 49.06 and other than hand-painted or hand-decorated manufactured articles).	896.010.0
99.03	99.03 Original sculptures and statuary, in any material .	896.030.0
99.04	99.04 Postage, revenue and similar stamps (including stamp-postmarks and franked envelopes, letter-cards and the like), used, or if unused not of current or new issue in the country to which they are destined.	896.040.0
99.06	99.06 Antiques of an age exceeding 100 years . . .	896.060.0

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

India/Pakistan: Shipping arrangements

THE OUTBREAK of hostilities between India and Pakistan has raised a number of problems for shipping lines, and reports of difficulties affecting individual British ships have been received by the Board of Trade. Many of these have now been resolved, and the earlier confused situation is now improving.

Both Indian and Pakistan authorities seem anxious to cause as little interference as possible to normal commercial shipping operations. It is understood that each will allow United Kingdom ships to call at its own ports while carrying cargo for the other, and that cargo will not be interfered with so long as it is not within the list of goods described by either country as 'contraband'.

The Pakistan 'contraband' list is as follows (and the Indian is understood to be roughly the same):

(a) All kinds of arms and ammunition and explosives, their components and ingredients and radio-active materials.
(b) Crude oil and fuel and lubricants of all kinds.
(c) All means of transportation on land, in water or air, and component parts thereof.
(d) Electronics and telecommunication equipment.
(e) Optical equipment specially designed for military use.
(f) Precious metals and objects made thereof, coin, bullion, currency, evidence of debts, debentures.
(g) Bonds, coupons, stocks and shares or any negotiable or marketable security. Precious or semi-precious stones, jewels.

United Kingdom ships scheduled to call at both countries are likely to be searched and cargoes falling within the 'contraband' list and destined for the other country are likely to be confiscated.

To try to avoid interference some British shipping lines are re-routing their ships to avoid calls at both countries on the same voyage. For ships at sea when hostilities commenced this may lead to the off-loading at a port in another country of cargoes destined for India and Pakistan. There may, therefore, be some delay with these cargoes before they are collected by another ship.

The information in this article has been compiled from a number of sources. In view of the confused situation its accuracy cannot be guaranteed.

Any inquiries about this item should be addressed to Mr. J. W. McMeekin, Shipping Policy Division, 1 Victoria Street. (Tel. Abbey 7877, Ext. 2440).

Czechoslovakia and United Arab Republic

THE CZECHOSLOVAK press reports that a long term trade arrangement between Czechoslovakia and the United Arab Republic was signed in Prague on July 10.

Under the agreement, which provides for an increase in the exchange of goods, Czechoslovakia will import from the UAR cotton, yarn, food and textile products and other goods. Czechoslovakia will export to the UAR machinery, rolled material and other industrial and consumer goods. No further details are available.

Further inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1274 G.

Italy and Czechoslovakia

A LONG TERM agreement between Italy and Czechoslovakia was signed in Rome on July 15 covering the period 1966-1969. The published quota lists are valid for 1966 and for each successive year until 1969 unless modified. Negotiations for such modifications may be either of the two Contracting Parties.

The present agreement will come into force on the day of the signature and will run from January 1, 1966, until December 31, 1969.

An Italian text of the quota lists can be seen in Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 450), quoting reference CRE 990/G.

Morocco and Austria

THE MOROCCAN *Bulletin Officiel* of August 4, announced the renewal, for a further year from April 1, 1965, of the supplementary protocol to the trade agreement of 1958 between Morocco and Austria. Quotas under the agreement are unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and East Germany

THE MOROCCAN *Bulletin Officiel* of August 11 published details of the three-year trade agreement of 1964 between Morocco and East Germany as it applies for the year ending August 7, 1966. Quota lists under the agreement differ slightly from the previous year and values have been increased in a number of cases.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

United Arab Republic (Egypt) and Sierra Leone

IT HAS BEEN REPORTED in the Egyptian press that two agreements between the countries were signed on July 8, 1965.

The first is a trade agreement under which the UAR will import iron ore, bauxite, cocoa, coffee, edible oils, sesame and spices and Sierra Leone will import in exchange cotton textiles, road building equipment, rice, onions, potatoes, refrigerators and gas cookers.

The second agreement is cultural covering the exchange of scientific and cultural material and information. Also, the UAR is to supply teachers for employment in Sierra Leone.

Entry visas to Libya

THE BRITISH EMBASSY in Tripoli have reported that entry visas, even for transit, can be obtained only at Libyan Embassies overseas and not at the Libyan frontier. The visa regulations are strictly enforced and travellers are not permitted to enter the country if their visas are invalid on the day in question. (Cases have recently occurred where travellers arriving at the Libyan frontier have had to make additional journeys to the nearest Libyan Embassy, in Cairo or Tunis, to obtain the necessary visas.)

Hints to businessmen booklets

NEW BOOKLETS on Gibraltar, Malawi, Malta and Rhodesia and revised editions of the booklets on Brazil, Canada, Czechoslovakia, Mali and Sweden have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Address of British Embassy, San Salvador

THE ADDRESS of the British Embassy at San Salvador which was published in the *Board of Trade Journal* (page ii of British Commercial representatives overseas) on August 27 should read '13a. Avenida Norte (Continuacion) 611, Central America. It is advisable to add 'Central America' to this address to avoid confusion with Salvador, Brazil.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

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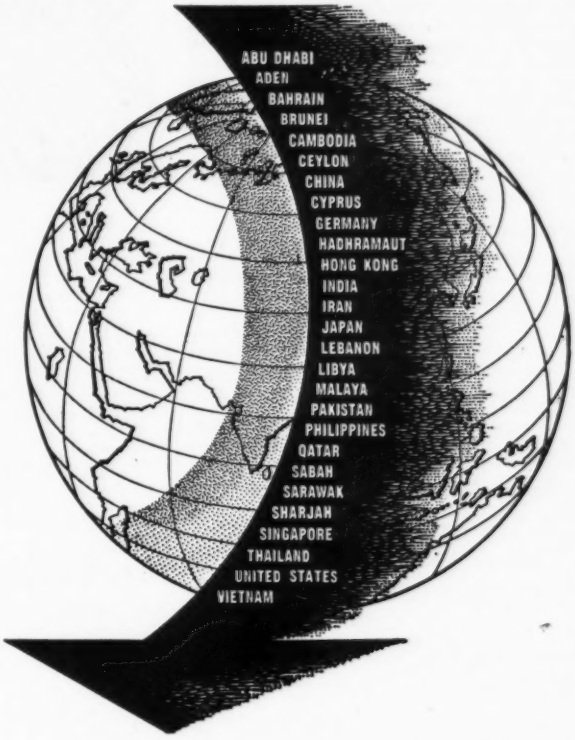

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.

ANGOLA

(182/65) Radio Equipment for Comissao Coordenadora do Plano de Radiodifusao, de Angola. November 3. Tender documents (in Portuguese) available. E.S.B. 33056/65.*

(182/65) Vehicles for Sirvicos de Obras Publicas y Transportes. October 8. E.S.B. 33015/65.

AUSTRALIA

(186/65) Power Line Carrier Equipment for Electricity Commission of N.S.W. October 18. E.S.B. 30697/65.*

Northern Electric Authority of Queensland:

(186/65) Aluminium Conductor. October 13. E.S.B. 33573/65.

(185/65) Switchboards. October 14. E.S.B. 33505/65.

Postmaster General's Department, Melbourne:

(183/65) Electrical Equipment. October 14. E.S.B. 33218/65.*

(186/65) Radiotelephone Terminal Equipment. November 11. E.S.B. 33250/65.*

Queensland State Stores Board:

(185/65) Microscopes. October 18. E.S.B. 33289/65.*

(185/65) Electronic Equipment. October 6. E.S.B. 33529/65.*

(185/65) Valves and Accessories for Snowy Mountain Hydro-Electric Authority. January 7, 1966. E.S.B. 33274/65.*

(185/65) Cattle Vans for South Australian Railways Commission. November 8. E.S.B. 33275/65.

BURMA

(181/65) Brass Rods for People's Engineering Industry. October 19. E.S.B. 33009/65.*

(181/65) Workshop Tools and Equipment for People's Stores Corporation. October 31. E.S.B. 33002/65.*

(184/65) Lubricating Oil Plant for People's Oil Industry. March 31. E.S.B. 33269/65.

CEYLON

(185/65) Construction of a Harbour for Ceylon Fisheries Corporation. November 12. E.S.B. 33299/65.

(185/65) Construction Machinery and Equipment for Gal Oya Development Board. November 30. E.S.B. 33504/65

(185/65) Tyres and Tubes for Government Stores Department. October 12. E.S.B. 33298/65.*

A 1913 fire engine, the Mini Cooper 'S' that won this year's Monte Carlo Rally, and the Hillman Imp that won the 1965 Tulip Rally, being loaded at Tilbury. They were exhibited at the Frankfurt Motor Show.

(182/65) Paper for Milk Board. (Further Information.) Tender documents now available. E.S.B. 31662/65.*

(186/65) Pharmaceuticals for Ministry of Health. December 7. E.S.B. 33296/65.*

(185/65) Sizing Materials for Ministry of Home Affairs. (Further Information.) Tender documents now available. E.S.B. 32450/65.*

Ministry of Land, Irrigation and Power:

(185/65) Lifts. November 2. E.S.B. 33506/65.

(185/65) Transmission and Distribution Scheme. (Further Information.) Tender documents relating to Part 1 only available. E.S.B. 31671/65.*

Ministry of Nationalized Services:

(185/65) Fork Lift Truck and Cranes. (Further Information.) 12 Fork Lift trucks now required. E.S.B. 30996/65.*

(185/65) Fuel Bowser. October 6. E.S.B. 33294/65.

CHILE

(186/65) Power Station for Empresa Nacional de Electricidad. December 1. E.S.B. 33600/65.*

COLOMBIA

(184/65) Telephone Expansion Programme for Empresas Municipales de Cali. November 15. E.S.B. 33249/65.

(184/65) Telecommunication Equipment for Empresa Nacional de Telecommunacacions 'Telecom.' November 29. E.S.B. 33245/65.

(186/65) Bridge Construction for Ministry of Public Works. (Further Information.) December 10. E.S.B. 25943/65.

COSTA RICA

Caja Costarricense de Seguro Social:

(182/65) Telephone Equipment. October 29. E.S.B. 33052/65.

(186/65) Hospital Equipment and Accessories. October 8. E.S.B. 33528/65.*

(186/65) Automatic Clock Systems. October 14. E.S.B. 33533/65.*

(186/65) Cement for La Proveeduria del Ferrocarril Electrico al Pacifico. October 6. E.S.B. 33279/65.*

FORMOSA

Central Trust of China:

(183/65) Acid Analyser. October 14. E.S.B. 33075/65.*

(183/65) Tissue Paper. October 7. E.S.B. 33214/65.*

(183/65) Reduction Gear Box. October 13. E.S.B. 33081/65.*

(183/65) Railcars and Accessories. November 1. E.S.B. 33204/65.*

(183/65) Testing Machine. October 7. E.S.B. 33076/65.*

(183/65) Steel Pipe. October 12. E.S.B. 33077/65.*

(183/65) Generator Set. October 11. E.S.B. 33212/65.*

(183/65) Bottling Machinery. October 8. E.S.B. 33079/65.*

(183/65) Circuit Breaker. October 7. E.S.B. 33203/65.*

(183/65) Grinding Machine. October 7. E.S.B. 33205/65.*

(183/65) Fire Extinguishers. October 7. E.S.B. 33206/65.*

(185/65) Drilling Machine. October 8. E.S.B. 33663/65.*

(185/65) Insulators. October 14. E.S.B. 33518/65.*

(185/65) Valves; Pipe Fittings; Gauges. October 15. E.S.B. 33521/65.*

(185/65) Clay. October 12. E.S.B. 33523/65.*

(185/65) Steel Bars. October 12. E.S.B. 33520/65.*

(185/65) Silicon. October 11. E.S.B. 33667/65.*

(185/65) Cleaning Equipment. October 7. E.S.B. 33668/65.*

(185/65) Pipe Cutting and Grinding Machines. October 13. E.S.B. 33516/65.*

(185/65) Lightning Arresters. October 9. E.S.B. 33666/65.*

(185/65) Paraffin Wax. October 14. E.S.B. 33524/65.*

(185/65) Bagging Scales. October 12. E.S.B. 33525/65.*

(185/65) Steel Plate and Bar. October 14. E.S.B. 33526/65.*

(185/65) Teletype Paper. October 14. E.S.B. 33527/65.*

(185/65) Paraffin Wax. October 9. E.S.B. 33531/65.*

(185/65) Rubber Hose. October 11. E.S.B. 33662/65.*

(185/65) Roller Chain. October 12. E.S.B. 33664/65.*

(185/65) Bottle Washing Machine. October 11. E.S.B. 33669/65.*

(185/65) Control Equipment. October 14. E.S.B. 33530/65.*

(185/65) Oil Purifier. October 16. E.S.B. 33532/65.*

(185/65) Photographic Materials. October 12. E.S.B. 33517/65.*

(185/65) Fork Lift Truck. October 9. E.S.B. 33665/65.*

(186/65) Chlorinator. October 15. E.S.B. 33519/65.*

GIBRALTAR

(181/65) Cladding and Services for Flats for Government of Gibraltar. (Pre-qualification.) E.S.B. 33005/65.

GREECE

(182/65) Hand Tools for Ministry of Communications. October 15. E.S.B. 33057/65.*

Ministry of Trade:

(185/65) Tyres and Tubes. (Further Information.) Tender re-issued for one item only. Closing date now November 8. E.S.B. 25158/64.*

(182/65) Pumps. October 16. E.S.B. 33048/65.*

(182/65) Crane. October 6. E.S.B. 33049/65.*

GUINEA

(184/65) Furniture Manufacturing Raw Materials for Enterprise Nationale d'Importation d'Artiles d'Ameublement. Closing date not known. E.S.B. 33238/65.*

ICELAND

(183/65) Pipeline Construction for Innkaupastofnun Rikinsins. (Further Information.) Closing date postponed to October 15. E.S.B. 29130/65.*

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INDIA

(186/65) Metals for Director-General of Supplies and Disposals. November 3. E.S.B. 33550/65.*
(182/65) Tractor and Accessories for Hyder Investigation Circle. October 6. E.S.B. 33060/65.
(185/65) Phenol Fibre Sheet for Indian Telephone Industries Ltd. (Further Information.) Tender documents now available. E.S.B. 31312/65.*
(182/65) Power House Equipment for Irrigation and Power Department, Government of Mahahasthra. Closing date has now been postponed to November 8. Tender documents can now be purchased up to October 29. E.S.B. 25570/65.*
(186/65) Switchgear for Madras Electricity System (Distribution.) (Further Information.) Tender documents now available. E.S.B. 32071/65.*
(184/65) Engine Testing Equipment for Madras Port Trust. (Further Information.) Tender documents now available. E.S.B. 32766/56.*
(184/65) Tractor Shovel for Mechanical Stores Division, Dapuri. October 11. E.S.B. 33291/65.
(181/65) Locomotive Tyres for Ministry of Railways, New Delhi. October 21. E.S.B. 32767/65.*

IRAN

Iranian State Railways:
(182/65) Diesel and Electric Motors. November 25. E.S.B. 33039/65.*
(182/65) Tricycle Accessories. December 4. E.S.B. 33341/65.*
(182/65) Machine Tools. November 3. E.S.B. 33042/65.*
(182/65) Car Seals. November 28. E.S.B. 33038/65.*
(182/65) Steel and Copper Tubes. December 7. E.S.B. 33043/65.*
Ministry of Post, Telegraph and Telephones:
(182/65) Teleprinter Paper. October 28. E.S.B. 33194/65.*
(182/65) Paper Ribbon. October 25. E.S.B. 33040/65.*

IRAQ

(183/65) Locomotives for Directorate-General of Railways. (Further Information.) Tender documents now available. E.S.B. 31621/65.*
Ministry of Defence:
(183/65) Clothing Factory Machines. (Further Information.) Tender documents now available. E.S.B. 32418/65.*
(183/65) Water Project Enlargement. (Further Information.) Tender documents now available. E.S.B. 19393/65.*
(184/65) Civil Engineering Project. (Further Information.) Tender documents now available. E.S.B. 31622/65.*
(184/65) Typewriters and Duplicating Machines. November 2. E.S.B. 33232/65.*
(184/65) Telephone Equipment. November 13. E.S.B. 33233/65.*
(184/65) Radio Sets. November 13. E.S.B. 33234/65.*
(184/65) Rectifier Maintenance Parts. (Further Information.) November 13. E.S.B. 17894/65.*
(184/65) Miscellaneous Equipment. (Further Information.) November 13. E.S.B. 21061/65.*
(184/65) Telephone Spare Parts. (Further Information.) November 9. E.S.B. 22143/65.*
(184/65) Miscellaneous Equipment. (Further Information.) November 9. E.S.B. 22144/65.*
(184/65) Printing Machinery. October 16. E.S.B. 32281/65.*
(184/65) Paper for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 31612/65.*
Ministry of Municipal and Rural Affairs:
(183/65) Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 32428/65.*
(183/65) Elevated Service Tank. (Further Information.) Tender documents now available. E.S.B. 31616/65.*
(183/65) Elevated Service Tank. (Further Information.) Tender documents now available. E.S.B. 31618/65.*
(183/65) Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 31619/65.*
(183/65) Water Supply Scheme. December 7. E.S.B. 33228/65.
Ministry of Oil:
(184/65) Pumps. October 17. E.S.B. 33229/65.
(184/65) Pipes and Flanges. October 23. E.S.B. 33231/65.*
(184/65) Pour Point Depressant. October 12. E.S.B. 33230/65.*

IRISH REPUBLIC

(184/65) Hospital Equipment for St. Brigid's Hospital, Ardee. October 13. E.S.B. 33270/65.

KUWAIT

Central Tenders Committee:
(181/65) Vehicles. October 6. E.S.B. 33035/65.
(184/65) Cable and Joint Boxes. October 16. E.S.B. 33239/65.*
Ministry of Electricity and Water:
(184/65) Lighting Fittings. October 16. E.S.B. 33240/65.*
(184/65) Pipes and Sockets. October 16. E.S.B. 33241/65.*

LEBANON

(185/65) Lighting Equipment for La Salle du Conseil Municipal. October 13. Tender documents (in French) now available. E.S.B. 33508/65.*
(182/65) Machine Tools, Welding Equipment etc. for Lebanese State Railways. October 6. E.S.B. 33054/65.*

LIBYA

(184/65) Post Office Equipment for Central Tender Board. November 4. Press notice available for loan. E.S.B. 33243/65.*

MALAGASY REPUBLIC

Ministere des Travaux Publics:
(182/65) Bridge Construction. December 2. E.S.B. 33047/65.*
(182/65) Bridge Construction. November 25. E.S.B. 33046/65.*

MALAYSIA

Public Works Department:
(181/65) Valves and Pipe Fittings. October 7. E.S.B. 33006/65.
(181/65) Valves and Pipe Fittings. October 7. E.S.B. 33007/65.
(186/65) Cable and Accessories for Directorate General of Telecommunications. November 8. E.S.B. 33537/65.

MOROCCO

(185/65) Beet Sugar Plant for L'Office de Mise on Valeur Agricole. October 1. Pre-qualification. E.S.B. 33055/65.

MOZAMBIQUE

(185/65) Vehicles; Grass Cutter for Civil Aeronautical Department. October 7. E.S.B. 33534/65.
(186/65) Chemical Products for Municipality of Lourenco Marques. October 8. E.S.B. 33536/65.
Porto, Railways and Transport Department:
(181/65) Constructional Project. November 26. E.S.B. 32793/65.
(181/65) Automotive Equipment. October 25. E.S.B. 32791/65.
(181/65) Electrical Equipment. October 13. E.S.B. 32792/65.
(181/65) Workshop Equipment. October 11. E.S.B. 32788/65.
(181/65) Builders' Sundries. October 13. E.S.B. 32789/65.
(181/65) Spares for Compressors. October 15. E.S.B. 32783/65.
(181/65) Miscellaneous Tools. October 6. E.S.B. 32787/65.
(185/65) Tyres and Tubes. October 18. E.S.B. 33538/65.
(186/65) Fire Pump. October 15. E.S.B. 33539/65.

NETHERLANDS

Directorate of Waterways:
(182/65) Road Works. October 13. E.S.B. 33065/65.
(182/65) Constructional Project. October 8. E.S.B. 33066/55.

NEW ZEALAND

General Post Office, Wellington:
(185/65) Torches. October 21. E.S.B. 33278/65.*
(185/65) Capacitors. October 15. E.S.B. 33686/65.*
(185/65) Mercury Tubes. October 15. E.S.B. 33682/65.*
(185/65) Erasers. October 13. E.S.B. 33681/65.*
(185/65) Book Binding Cloth. October 8. E.S.B. 33683/65.*
(185/65) Humidistats. October 13. E.S.B. 33684/65.*
(185/65) Terminal Blocks. October 18. E.S.B. 33685/65.

PAKISTAN

(181/65) M.S. Sheets and M.S. Flats for Directorate of Industries. October 9. E.S.B. 33012/65.
(183/65) Vehicles for Pakistan Western Railway, Lahore. October 6. E.S.B. 33063/65.
(186/65) Vehicle for Directorate-General of Telegraphs and Telephones. October 14. E.S.B. 33586/65.*

PARAGUAY

(186/65) Vehicles and Chassis for Ministrio de Obras Publicas. October 26. E.S.B. 33594/65.*

PORTUGAL

(182/65) Thermal Power Station Equipment for Empressa Termoelectrica Portuguesa S.A.R.L. October 29. E.S.B. 33064/65.

RHODESIA

(183/65) High Lift Pump and Valves for City of Bulawayo. October 20. E.S.B. 33219/65.
(183/65) Electrical Equipment for Electricity Supply Commission. October 7. E.S.B. 33221/65.
Government Tender Board:
(186/65) Stationery. October 7. E.S.B. 33568/65.*
(186/65) Pumps. October 14. E.S.B. 33569/65.*
(186/65) Uniselectors. October 12. E.S.B. 33575/65.*
(181/65) Bogie Wagons for Rhodesian Railways. Closing date postponed to November 8. E.S.B. 32244/65.

SINGAPORE

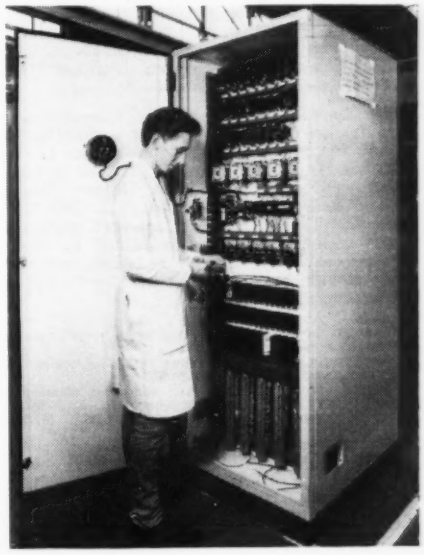
(185/65) Laboratory Equipment; Surveying Equipment for Singapore Polytechnic. (Further Information.) Tender documents now available. E.S.B. 32781/65.*
(186/65) Ventilation Plant for Public Works Department. October 8. E.S.B. 33903/65.

SOUTH AFRICA

State Tender Board:
(184/65) Radar Reflectors. October 8. E.S.B. 33263/65.*
(184/65) Oscilloscope. October 6. E.S.B. 33261/65.*
(184/65) Cable. October 6. E.S.B. 33259/65.*
(184/65) Electric Motor. October 7. E.S.B. 33258/65.*
(184/65) Crane. October 7. E.S.B. 33251/65.*
(185/65) Potentiometric Recorder. October 14. E.S.B. 33262/65.*
(185/65) Hammer Mill. October 6. E.S.B. 33267/65.*
(185/65) Power Unit. October 8. E.S.B. 33266/65.*
(185/65) Meteorological Equipment. October 8. E.S.B. 33265/65.*
(185/65) Spectrophotometer. October 12. E.S.B. 33264/65.*
(186/65) Steam Cleaners for Transvaal Provincial Tender Board. October 15. E.S.B. 33559/65.*

SPAIN

(184/65) Railway Locomotives for the Departmento de Material y Traccion. (Further Information.) Closing date postponed to October 16. E.S.B. 28973/65.
(186/65) Airport Building Work for Ministerio del Aire. October 23 and 25. E.S.B. 33515/65.



For use with Goss 'Headliner' presses, The English Electric Company's 55 h.p. thyristor drives are being manufactured for the Wellington, New Zealand, Evening Post (18 units) and Associated Newspapers Ltd. (12 units). Here a folder control cubicle is being wired at the firm's Kidsgrove works.

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SYRIA

(183/65) Telephone Cables for Director General Posts, Telegraphs and Telephones. October 10. E.S.B. 33368/65.*

(184/65) Food Production Equipment for General Organization for Executing Industrial Projects. November 30. E.S.B. 33366/65.*

THAILAND

(184/65) Surveying Equipment for Royal Irrigation Department, Bangkok. October 12. E.S.B. 33236/65.*

(186/65) Aluminium Alloy Sheet for Directorate of Air Engineering. October 28. E.S.B. 33584/65.*

(186/65) Cable for Yanhee Electricity Authority. October 12. E.S.B. 33583/65.

TURKEY

(186/65) Cement Factory for Turkish Cement Industries Corporation. December 1. E.S.B. 33582/65.*

URUGUAY

(186/65) Laboratory and Pharmaceutical Material for Ministry of Public Health. October 26. E.S.B. 33580/65.

VIETNAM

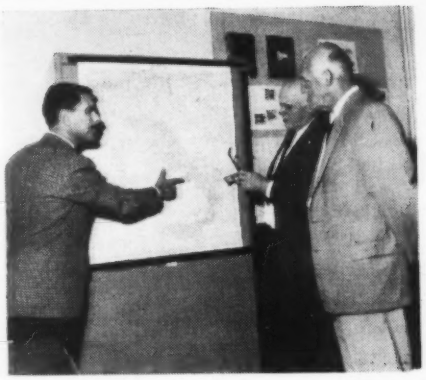
(185/65) Surgical and Orthopaedic Equipment for Central Purchasing Authority. October 8. E.S.B. 33514/65.*

ZAMBIA

Central Supply and Tender Board:

(186/65) Pharmaceuticals. October 15. E.S.B. 33578/65.*

(186/65) Textiles. October 15. E.S.B. 33577/65.*



Nicholas Italiana S.p.A., subsidiary company of British United Turkeys Limited, won a gold medal at the poultry show at Padua for their contribution to the Italian turkey industry. (Left to right) Roger Perkins of Nicholas Italiana S.p.A., with Mr. R. C. Watson, and Mr. John S. Lintern, of BUT Limited, during their visit to Italy.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia

(182/65) Inquiry for copying machines; printing plates. E.S.B. 32919/65.

(184/65) Inquiry for generators; handling equipment; pipe lines; pumps. E.S.B. 25555/63.

(184/65) Inquiry for bathroom and toilet accessories; ceramics; cuff links; glass and chinaware; kitchenware; novelties; paper articles and place mats. E.S.B. 32696/65.

(185/65) Agency inquiry for flow metering equipment; power station equipment; steam turbines. E.S.B. 33500/65.

(185/65) Agency inquiry for automotive accessories. E.S.B. 32905/65.

(186/65) Agency inquiry for machine tools. E.S.B. 33779/65.

Belgium

(182/65) Inquiry for machines; machine tools and equipment. E.S.B. 33143/65.

Bermuda

(185/65) Agency inquiry for paper products. E.S.B. 33100/65.

Canada

(185/65) Agency inquiry for tools. E.S.B. 33655/65.

(186/65) Inquiry for the construction of a cultural centre. E.S.B. 33753/65.

Colombia

(186/65) Manufacture under licence – medicinal; pharmaceutical slimming and dietary foods. E.S.B. 33875/65.

Costa Rica

(185/65) Agency inquiry for hospital equipment; paper cups; wooden spoons. E.S.B. 33677/65.

(185/65) Agency inquiry for chestnut extract. E.S.B. 33635/65.

(186/65) Inquiry for prefrabricated buildings. E.S.B. 33145/65.

Czechoslovakia

(184/65) United Arab Republic (Egypt). Trade Agreement. C.R.E. 1274/G.

Ecuador

(181/65) Inquiry for wire drawing machine. E.S.B. 33121/65.

Ethiopia

(182/65) Inquiry for medical equipment and fittings. E.S.B. 14914/65.

(185/65) Inquiry for steel drums. E.S.B. 33720/65.

(186/65) Inquiry for telephone cable. E.S.B. 33653/65.

Finland

(183/65) Agency inquiry for bricks. E.S.B. 33388/65.

Formosa

(184/65) Inquiry for measuring instruments and supplies. E.S.B. 33459/65.

France

(181/65) Inquiry for handling equipment. E.S.B. 28013/65.

(183/65) Agency inquiry for abrasive paper; woodworking machines. E.S.B. 33318/65.

(184/65) Inquiry for women's clothing. E.S.B. 27313/65.

(184/65) Agency for chemicals. E.S.B. 18697/65.

(185/65) Agency inquiry for electrical domestic appliances; electrical equipment. E.S.B. 33743/65.

Germany, Federal Republic of

(184/65) Agency inquiry for lawnmowers. E.S.B. 33405/65.

(184/65) Inquiry for water cooling plant; p.v.c. factory equipment. E.S.B. 33106/65.

(184/65) Inquiry for ventilator unit. E.S.B. 33672/65.

(184/65) Agency inquiry for adhesives; industrial synthetic resins and plastic materials. E.S.B. 33671/65.

(185/65) Inquiry for knitwear. E.S.B. 33434/65.

(185/65) Inquiry for pipes; sheet piling steel; steel bars. E.S.B. 33711/65.

(185/65) Inquiry for gas pipeline project. E.S.B. 32983/65.

Greece

(181/65) Tendering procedure adopted by the Public Power Corporation. E.S.B. 32644/65.

(183/65) Agency inquiry for cotton materials; knitwear; woollen clothing. E.S.B. 33314/65.

Hong Kong

(182/65) Agency inquiry for electric motors; tools; welding electrodes. E.S.B. 11878/65.

(182/65, 184/65 and 186/65) British Week in Hong Kong. E.S.B. 12368/65.

Iceland

(185/65) Inquiry for wafer biscuits. E.S.B. 28213/65.

Iraq

(183/65) Inquiry for contractors' plant and machinery; electric motors; hand tools. E.S.B. 33445/65.

(183/65) Agency inquiry for electric motors; nuts and bolts; steel wire ropes. E.S.B. 31915/65.

Israel

(186/65) Manufacture under licence – truck cranes. E.S.B. 33630/65.

Italy

(181/65) Inquiry for china and glassware; household articles. E.S.B. 32914/65.

(185/65) Agency inquiry for clothing; footwear; shirt fabrics. E.S.B. 33734/65.

(186/65) Agency inquiry for furnishing fabrics; textiles. E.S.B. 33807/65.

(181/65) Rumania. Trade Agreement. C.R.E. 3579/G.

Jamaica

(181/65) Agency inquiry for canning plant. E.S.B. 33102/65.

(182/65) Agency inquiry for domestic electric equipment. E.S.B. 33101/65.

(184/65) Inquiry for shopping centre project. E.S.B. 33687/65.

(185/65) Inquiry for building materials and fittings; construction project. E.S.B. 33608/65.

(185/65) Agency inquiry for bottle-box strapping. E.S.B. 33703/65.

(185/65) Inquiry for building materials; kitchen equipment; sanitary fittings. E.S.B. 33099/65.

(185/65) Inquiry for abrasive cloth and papers; bonded caps and brushes; machinery for cutting abrasive cloth and papers; paper and foils; printing machinery; typewriter ribbons and spools. E.S.B. 3615/65.

Jordan

(182/65) Inquiry for building materials and fittings. E.S.B. 33177/65.

Kenya

(181/65) Inquiry for hydraulic presses. E.S.B. 14354/65.

Morocco

(184/65) China, Peoples Republic of, Trade Agreement. C.R.E. 6518/G.

(184/65) Denmark. Trade Agreement. C.R.E. 9267/G.

(184/65) Pakistan. Trade Agreement. C.R.E. 5860/G.

(184/65) United Arab Republic (Egypt). Trade Agreement. C.R.E. 2437/G.

(185/65) Germany (East). Trade Agreement. C.R.E. 8616/G.

New Zealand

(184/65) Manufacture under licence – brushware; plastic products. E.S.B. 32309/65.

Nigeria

(183/65) Inquiry for filling and packaging of chemicals. E.S.B. 32936/65.

Rumania

(182/65) Inquiry for ceramic insulators. E.S.B. 33342/65.

(182/65) Inquiry for devices for railway lines. E.S.B. 33160/65.

Saudi Arabia

(184/65) Inquiry for foodstuffs; pharmaceuticals; soap powder and detergents. E.S.B. 33390/65.

South Africa

(186/65) Inquiry for textile designs. E.S.B. 33774/65.

Sudan

(184/65) Inquiry for water works plant and equipment. E.S.B. 32620/65.

Sweden

(183/65) Agency inquiry for coffee percolators; hot plates. E.S.B. 33316/65.

Switzerland

(182/65) Agency inquiry for electronic calculating and accounts machines. E.S.B. 33322/65.

(185/65) Agency inquiry for garage equipment. E.S.B. 33489/65.

Syrian Arab Republic

(184/65) Inquiry for plastics products; presses; vacuum forming machines. E.S.B. 33471/65.

Tanzania

(183/65) Inquiry for badge weaving machinery. E.S.B. 33373/65.

Thailand

(182/65) Industrial Promotion Certificates. E.S.B. 33122/65.

United States of America

(181/65) Inquiry for printers' supplies. E.S.B. 28938/65.

(182/65) Report on the safety aspects of riding hats. E.S.B. 31941/65.

(183/65) Inquiry for power transmission equipment. E.S.B. 33319/65.

(183/65) Inquiry for copper tubing. E.S.B. 33441/65.

(184/65) Inquiry for copper tubing. E.S.B. 33349/65.

(185/65) Inquiry for microscopes. E.S.B. 33733/65.

(185/65) Inquiry for shears. E.S.B. 33752/65.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

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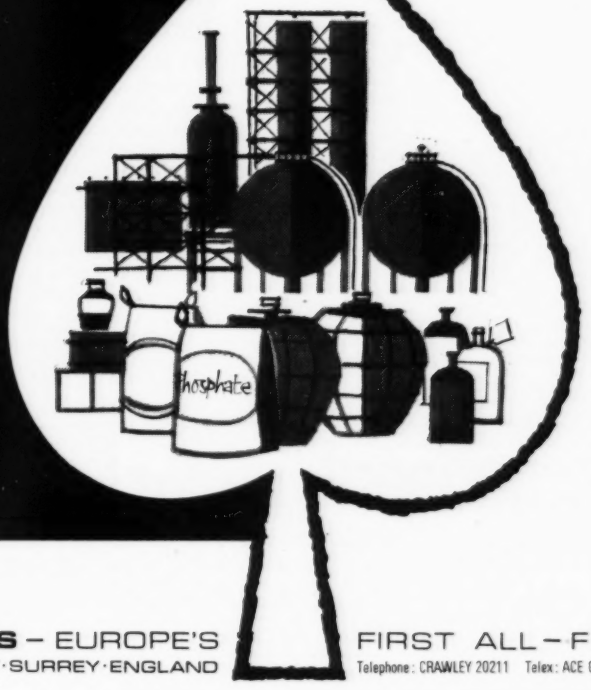

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Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

NEW ZEALAND

Import licensing schedule

A SUMMARY of the 1965/66 Import Licensing schedule was given in the *Board of Trade Journal* on April 16, page 864. The New Zealand Customs Department has now announced further amendments to this schedule. These amendments are now available for inspection at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469). The main changes are as follows:

(1) Item Code 65.03. Yarns and threads containing in any proportion man made discontinuous fibres, etc., and weighing more than 150 grammes per 9,000 metres (150 denier), viz: other than hand knitting. The allocation for these yarns and threads is amended from C (with basic licences 50 per cent 1964/65 licences) to C (with basic licences 75 per cent 1964/65 licences).

(2) Item Codes 66.32 and 66.44. Glassware.
Item Codes 66.32 and 66.44 have been amended to read as follows:

Item Code 66.32. Tumblers and other drinking glasses, also glassware (other than articles falling in tariff item 665.820.4) of a kind commonly used for table, etc., purposes, of the following types – (a) Containing lead oxide in any proportion (lead crystal), (b) Handblown, (c) Etched or cut (plain or crystal) – 100 per cent imports same goods under 1964/5 licences.

Item Code 66.44. Tumblers and other drinking glasses, also glassware (other than articles falling in tariff item 665.820.4) including heat resistant glassware of a kind commonly used for table, etc., purposes, of types other than those described in item code 66.32 – 85 per cent imports same goods under 1964/65 licences.

For heat resistant glassware falling within item code 66.44 there is an administrative basic allocation of 100 per cent imports same goods under 1964/65 licences.

(3) A list of types of tractors falling within Item Code 71.19 and therefore exempt from import licensing is available for inspection at Room E54, Board of Trade, Hillgate House.

AUSTRALIA

Tariff Board Inquiries

AS ANNOUNCED in last week's issue of the *Board of Trade Journal* (page 658), the Australian Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) **Cheese, other than Cheddar** (Tariff Item 04.04).
(2) **Earthmoving and materials handling equipment** (Tariff Items 84.22.329, 84.22.93, 84.23.2, 84.23.31, 84.23.32, 84.23.33, 84.23.39, 87.02.1, 87.03.9 and 87.07.11).

These references are of Departmental origin.

Details of these Tariff Items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than October 6.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. (1) CRE 7530/65 and (2) CRE 7531/65.

FORMOSA

Customs tariff revision

THE Formosan Customs Tariff was revised on August 24 and promulgated on September 2. The revision includes many changes to the tariff and the reclassification of certain goods. For further details about this notice please get in touch with Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 458, 459 and 461).

MALAYSIA

Import licensing and quantitative restrictions

THE BOARD OF TRADE have been notified by cable that the Malaysian Government Notice to Importers No. 5 of 1965 establishes with effect from September 4, 1965, specific import licensing and quantitative restrictions on imports from any country including Malaysian customs areas of Penang, Sabah, Sarawak and Labuan into States of Malaya of:

Code 099041	Soyabean Sauce
Code 693200	Barbed wire etc.
Code 693311	Wire netting etc.
Code 693313	Iron and steel grills and reinforcing fabric
Code 694111	Wire nails
Code 715100	Machines for making nails, wire netting, barbed wire
Code 893201 and 893209	Household articles of plastic
Code 899702	Joss papers

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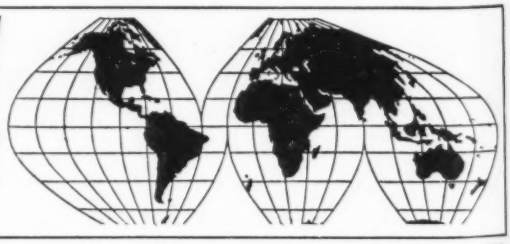
6884

MALAYSIA (STATES OF MALAYA)

Import licensing

THE BOARD OF TRADE have received a copy of the Customs (Prohibition of Imports) (Principal Customs Area) (No. 3) Order, 1965, which applies to the principal customs area of the States of Malaya.

This states that the importation into the principal customs area of the goods specified in the Schedule below is prohibited except under and by virtue of a licence, which may be either particular or general, granted by or on behalf of the Comptroller-General of Customs and subject to such conditions as may be specified in such licence.

The Comptroller-General of Customs may in his discretion cancel or amend any licence granted under this order at any time before the importation of the goods to which such licence refers.

This order shall not apply to goods –

(a) imported by the Commonwealth Forces;

(b) produced or manufactured in Malaysia.

This notice supersedes and brings up to date previous *Board of Trade Journal* announcements of import licensing restrictions in the principal customs area of the States of Malaya.

SCHEDULE

Tariff Code No.	Description
022 101	Milk, condensed, sweetened.
022 102	Milk, condensed, unsweetened.
022 103	Milk, sterilized, in tins.
022 104	Cream, liquid, in tins.
022 201	Milk, powdered, full cream.
022 202	Milk, powdered, prepared as infant food.
022 203	Milk, powdered, skimmed, for human consumption.
022 204	Milk, powdered, skimmed, for animal consumption.
048 300	Macaroni, spaghetti and similar products including mee and noodles.
048 411	Rusks and crispbread not containing sugar, honey, eggs, fats, cheese or fruit.
048 421	Biscuits, unsweetened, of all types, except ships' biscuits, for human consumption.
048 422	Biscuits for human consumption, not elsewhere specified or included.
099 041	Soya bean sauce.
512 703	Glutamic acid.
512 704	Monosodium glutamate and preparations thereof.
533 322	Prepared cellulose lacquers and cellulose varnishes.
533 325	Water paints, cement based.
533 326	Pigments and colouring materials in oil or other media, n.e.s., except artists' colours.
541 911	Cotton wool.
581 213	Imitation leather of polyvinylchloride in sheets, not further worked.
	Insecticides, fungicides, pest killers and pest repellents, including insect repellents, as under:
599 211	liquid.
599 212	mosquito coils.
599 213	other than liquid, except mosquito coils.
611 302	Leather of calf skins, dressed.
611 402	Leather of other bovine cattle, including buffaloes, and of horses, dressed, except leather falling within items 611 930, 611 940, or 611 950.
611 912	Leather of sheep and lambskins, dressed, except leather falling within items 611 930, 611 940, or 611 950.
611 922	Leather of goat and kidskins, dressed, except leather falling within items 611 930, 611 940, or 611 950.
611 930	Chamois-dressed leather.
611 940	Parchment-dressed leather.
611 950	Patent leather and metallized leather.
611 991	Snake skins and crocodile skins, tanned whether dressed or not.
611 992	Other reptile skins, dressed.
	Prepared parts for footwear, as under:
612 301	of leather.
612 302	of textile materials.
612 303	of wood.
612 304	rubber soles (outer, middle or inner), excluding complete soles.
612 305	rubber heels.
612 309	other.
621 051	Rubber hose for industrial uses.
621 059	Other piping and tubing of unhardened vulcanized rubber.
629 101	Tyres and tubes (except those transported from Penang).
629 102	
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629 110	
629 111	
629 112	
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629 118	
631 211	Plywood, blockboard, laminboard and battenboard, plain.
642 110	Boxes, bags and other packing containers of paper or paperboard.
642 992	Sanitary towels of paper or cellulose wadding.
655 430	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials.
655 440	Textile fabrics coated or impregnated with oil or with preparations with a basis of drying oil.
661 811	Tiles of asphalt or similar material.
661 821	Roofing tiles made of vegetable fibre, of wood fibre, of straw, of wood shavings, or of wood waste, including sawdust, agglomerated with plaster or with other mineral binding substances.
662 421	Roofing tiles of brick earth or clay, baked.
662 441	Unglazed floor, hearth and wall tiles of ceramic materials.
662 451	Glazed floor, hearth and wall tiles of ceramic materials.
	Articles of cement (including slag cement), of concrete or of artificial stone, including granulated stone agglomerated with cement (terrazo), reinforced or not, as under:
663 621	flooring or wall tiles.
663 622	roofing tiles.
665 111	Containers of glass of a kind commonly used for the conveyance or packing of food, drink and medicine of a capacity not over 40 fluid ounces.
665 119	Other containers of glass of a kind commonly used for the conveyance or packing of goods and glass stoppers imported separately including carboys, bottles, jars and pots of a kind commonly used for chemicals and toilet preparations.
665 200	Glassware, of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration or for similar uses, excluding articles falling within item 665 820.
665 890	Articles of glass not elsewhere specified or included.
674 801	Galvanized iron or steel sheets.
678 100	Tubes and pipes of cast iron.
678 200	Tubes and pipes of iron, except cast iron, or steel seamless.
678 300	Tubes and pipes of iron or steel, welded.
	Tube and pipe fittings (for example, joints, elbows, unions and flanges) as under:
678 501	of cast iron.
678 502	of iron, other than cast iron, or of steel.
682 211	Copper wire, uninsulated, excluding brass wire.
691 101	Prefabricated Windows, door frames, and casements of iron or steel.
691 109	Other parts of structures and complete structures, whether or not assembled, of iron or steel, including plates, strips, rods, angles, shapes, sections, tubes and the like prepared for use in structures.
691 201	Prefabricated windows, door frames, and casements of aluminium.
691 209	Other parts of structures and complete structures, whether or not assembled, of aluminium, including plates, strips, rods, angles, shapes, sections, tubes and the like prepared for use in structures.
691 300	Gutters, roof capping, skylight frames and other fabricated building components, of zinc.
693 120	Stranded wire, cables, cordage, ropes, plaited bands, slings and the like of copper, but excluding insulated electric cables.
693 200	Barbed iron or steel wire, twisted hoop or single flat wire, barbed or not and loosely twisted double wire of kinds used for fencing of iron or steel.
	Gauze, cloth, grills, netting, fencing, reinforcing fabric and similar materials, including endless bands:
693 311	iron or steel netting, fencing.
693 313	iron and steel grills and reinforcing fabric.
694 111	Wire nails.
697 211	Articles other than tools, of a kind commonly used for domestic purposes, and parts thereof, of iron or steel, enamelled.
697 212	Articles other than tools, of a kind commonly used for domestic purposes, and parts thereof, of iron or steel, not enamelled.
697 231	Articles of a kind commonly used for domestic purposes and parts of such articles of aluminium, not being tools.
697 232	Builders' sanitary ware for indoor use and parts thereof of aluminium.
698 870	Wires, rods, tubes, plates, electrodes and similar products of base metal or of metal carbides coated or cored with flux material of a kind used for soldering, brazing, welding or deposition of metal or metal carbides; wire and rods of agglomerated base metal powder used for metal spraying.
715 100	Machine-tools for working metal or metallic carbides, not being machines falling within items 715 230 or 719 539.
	Air-conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of the air.
719 121	of $\frac{1}{2}$ h.p. or less.
719 122	of $\frac{3}{4}$ h.p.
719 123	of 1 h.p.
719 124	over 1 h.p. but not over 2 h.p.
719 125	over 2 h.p. but not over 10 h.p.
719 126	over 10 h.p.
719 151	Refrigerators and refrigerating equipment, non-domestic, whether or not driven by an electric motor.
719 191	Evaporators and condensers for non-domestic refrigerating equipment.
719 221	Gas compressors for refrigerating equipment.
719 421	Domestic refrigerators not electrically operated.
	Insulated (including enamelled or anodized) electric wire, cable, bars, strips, and the like (including coaxial cable) whether or not fitted with connectors:
723 101	telephone or telegraph not submarine, plastic insulated.
723 102	telephone or telegraph not submarine, other.
723 103	submarine.
723 104	other, rubber insulated.
723 105	other, plastic insulated.
723 109	other.
725 011	Electric refrigerators not over 12 cu. ft. capacity, domestic type.
725 012	Electric refrigerators over 12 cu. ft. capacity, domestic type.
725 013	Water coolers, electric, domestic type.
725 014	Bottle coolers, electric, domestic type.
725 015	Ice-cream storage cabinets, electric, domestic type.
725 016	Deep-freeze cabinets, electric, domestic type.
725 052	Electric kettles other than radio-frequency types.
729 111	Flashlight batteries.
729 112	Parts of flashlight batteries except carbon electrodes.
729 118	Other primary batteries, including radio-batteries but excluding batteries for hearing or medical aid.
729 119	Parts for other primary batteries except parts of batteries for purposes of hearing or medical aid.
729 121	Accumulators, except accumulators for industrial purposes.
729 122	Parts for accumulators, except parts of accumulators for industrial purposes.
821 090	Office urniture, steel.
841 421	Stockings or socks of pure natural silk not rubberized, knitted or crocheted.
841 422	Stockings or socks, and the like not of pure natural silk, not elastic nor rubberized, knitted or crocheted.
851 011	Footwear with outer soles and uppers of plastic.
851 012	Footwear with outer soles of plastic and uppers of rubber.
851 013	Footwear with outer soles of rubber and uppers of plastic.
851 014	Footwear with outer soles and uppers of rubber.
851 021	Footwear with outer soles of leather and uppers of any material except rubber.
851 022	Footwear with outer soles of leather and uppers of rubber.
851 023	Footwear with outer soles of rubber and uppers wholly of leather.
851 024	Footwear with outer soles of rubber and uppers of textile materials.
851 025	Footwear with outer soles of rubber and uppers of any material other than wholly of leather, plastic, textile or rubber.
851 026	Footwear with outer soles of plastic and uppers of any material other than rubber or plastic.
851 031	Footwear with outer soles of wood and uppers of rubber.
851 032	Footwear with outer soles of wood and uppers of any material other than rubber.

(*Continued on next page*)

STATES OF MALAYA, *continued*

Tariff Code No.	Description
851 041	Footwear with outer soles of materials not elsewhere specified and uppers of rubber.
851 042	Footwear with outer soles of materials not elsewhere specified and uppers of any material other than rubber.
893 201	Articles for household use of plastic materials (except ash trays and pipe racks) not elsewhere specified.
893 202	Sanitary and plumbing fixtures and fittings of plastic materials.
893 209	Articles of plastic materials, other than woven, not elsewhere specified or included:
899 241	Tooth brushes.
899 531	Slide fasteners (zip fasteners).
899 532	Parts for slide fasteners (zip fasteners).
899 702	Joss paper.
899 971	Vacuum flasks and other vacuum vessels, complete with cases.

MALAYSIA (PENANG)

Goods subject to import licensing

THE BOARD OF TRADE have been notified that the following new items should be added to the list of goods subject to import licensing which was published in the *Board of Trade Journal* of July 2, page 44.

This restriction shall not apply to goods –

(i) imported by the Commonwealth Forces;

(ii) produced or manufactured in Malaysia

Tariff Code No.	Description
694 111	Wire nails
715 100	Machine-tools for working metal or metallic carbides, not being machines falling within items 715/230 or 719/539.
899 702	Joss paper.

PHILIPPINES

Tariff changes

BY a Presidential Executive Order the following amendments have been made to the Philippine tariff. They will come into effect on September 17, 1965. Additions to the text are in italics, square brackets indicate deletions.

Tariff Heading No.	Description of Articles	New Rate of Duty	Old Rate of Duty
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:		
	A. Crude:		
	1. Palm and linseed oil. . *ad val.*	15%	
	2. Soya bean oil . . *ad val.*	40%	
	3. Tung and oiticica oil . *ad val.*	20%	
	4. Castor oil . . . *ad val.*	50%	
	5. Other . . . *ad val.*	35%	
	B. Refined or purified:		
	1. Palm and linseed oil. . *ad val.*	15%	
	2. Tung and oiticica oil . *ad val.*	35%	
	3. Castor oil . . . *ad val.*	50%	
	4. Other . . . . *ad val.*	70%	
	[A. Crude:		
	1. Palm, linseed and castor oil *ad val.*		15%
	2. Soya bean oil . . . *ad val.*		40%
	3. Other . . . . *ad val.*		30%
	B. Refined or purified:		
	1. Palm, linseed and castor oil *ad val.*		30%
	2. Other . . . . *ad val.*		70%]
24.02	Manufactured tobacco; tobacco extracts and essences:		
	D. Cigarettes of all kinds . . n.w., kg. and *ad val.*	P10·00 50%	P20·00 100%
32.09	Varnishes, lacquers and lacquer enamels; other paints and enamels; distempers, water pigments of the kind used for finishing leather, pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; prepared dyes in forms or packings of a kind sold by retail; stamping foil:		
	A. Prepared dyes in forms or packings of a kind sold by retail; stamping foil . .	25%	
	B. Aluminium paste; water pigments of a kind used for finishing leather *ad val.*	75%	
	C. Other. . . . . *ad val.*	100%	
	[A. Prepared dyes in forms or packings of a kind sold by retail; stamping foil *ad val.*		25%
	B. Other. . . . . *ad val.*		100%]
33.01	Essential oils (terpeneless or not); concretes and absolutes resinoids:		
	A. Lime oil and lemon oil . *ad val.*	25%	
	B. Other. . . . . *ad val.*	50%	50%
37.01	Plates, sensitized, unexposed, of glass or other materials (including film in the flat):		
	A. For radiography . . . *ad val.*	10%	10%
	B. Other. . . . . *ad val.*	15%	25%
47.02	Waste paper (including old and out of date newspapers and periodicals) and paperboard; scrap articles of paperboard, fit only for use in papermaking . . *ad val.*	15%	25%
48.15	Other paper and paperboard, cut to size or shape:		
	A. Paper:		
	2. Gummed tape, not printed:		
	(a) Pressure sensitive masking tape *ad val.*	25%	
	(b) Other . . . *ad val.*	50%	
	5. Filter paper . . . *ad val.*	25%	
	6. Other . . . . *ad val.*	45%	
	B. Paperboard:		
	1. Filterboard . . . l.w., kg. and *ad val.*	PO.10 50%	
	2. Other . . . . l.w., kg. and *ad val.*	PO.15 75%	
	C. Cellulose wadding . . *ad val.*	20%	
	[A. Paper:		
	1. Cigarette paper of 15 cm. or less in width but not cut to cigarette size *ad val.*		30%
	2. Gummed tape, not printed. *ad val.*		25%
	3. Bond paper and onion skin paper *ad val.*		65%
	4. Toilet paper, in rolls, packets or otherwise put up . . *ad val.*		65%
	5. Other . . . . *ad val.*		45%
	B. Paperboard . . . l.w., kg. and *ad val.*		PO.15 75%
	C. Cellulose wadding . . *ad val.*		20%]
58.05	Narrow woven fabrics, and narrow fabrics (boldoc) consisting of warp without weft, assembled by means of an adhesive, other than articles falling within heading No. 58.06:		
	A. Narrow woven fabrics of the kind being processed into inked ribbons for typewriters and similar machines. *ad val.*	30%	60%
	B. Other . . . . *ad val.*	60%	
58.08	Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics) plain:		
	A. Knotted net fabric for fishing nets:		
	1. Of cotton . . . *ad val.*	60%	
	2. Of staple type man-made textiles *ad val.*	60%	
	3. Other . . . . *ad val.*	35%	
	B. Other:		
	1. Of cotton, other vegetable textiles or rayon . . . *ad val.*	50%	
	2. Of synthetic or of other artificial textile . . . . *ad val.*	60%	
	3. Other . . . . *ad val.*	70%	
	[A. Of cotton, other vegetable textiles or rayon. . . . *ad val.*		50%
	B. Of synthetic or of artificial textiles *ad val.*		60%
	C. Other. . . . . *ad val.*		70%]
65.06	Other headgear, trimmed or not:		
	B. Other:		
	1. For welders and other safety headgear *ad val.*	40%	50%
	2. Other . . . . *ad val.*	50%	
70.10	Glass carboys, bottles, demijohns, jars, pots, tubular containers and similar containers of a kind used for the packing or transport of articles; stoppers, lids and other closures, of glass:		
	B. Opal glass containers . . *ad val.*	10%	20%
	C. Other:		
	1. Bottles and vials for antibiotics, serums and other injectibles *ad val.*	20%	40%
	2. Other . . . . *ad val.*	40%	
73.40	Other articles of iron or steel:		
	B. Grinding balls and rods and industrial belt lacings . . . *ad val.*	15%	25%
	C. Other . . . . *ad val.*	25%	
84.29	Machinery of a kind used in the bread grain milling industry and other machinery for the working of cereals or leguminous vegetables:		
	B. Rubber roller-type rice huller and parts thereof . . . . *ad val.*	20%	10%
	C. Other. . . . . *ad val.*	10%	
87.02	Motor vehicles for the transport of persons or articles; sports motor vehicles:		
	A. *Jeeps*, vans, trucks and buses:		
	1. Diesel or semi-diesel . *ad val.*	15%	
	2. Other . . . . *ad val.*	20%	
	[A. Vans, trucks and buses:		
	1. Diesel or semi-diesel . *ad val.*		15%
	2. Other . . . . *ad val.*		20%]
92.03	Pipe and reed organs, including harmoniums and the like but excluding mouth organs *ad val.*	20%	25%
92.04	Accordions, concertinas and similar musical instruments; mouth organs:		
	A. Harmonicas . . . *ad val.*	25%	25%
	B. Other. . . . . *ad val.*	20%	
92.05	Other wind musical instruments . *ad val.*	20%	
92.07	Electromagnetic, electrostatic, electronic and similar musical instruments (e.g. pianos, organs and accordions) . . *ad val.*	20%	25%
92.10	Parts and accessories of musical instruments (other than strings), including mechanisms for musical boxes and perforated music rolls; metronomes, tuning forks and pitch pipes of all kinds:		
	B. Parts and accessories of guitars, ukeleles, violins, drums, cymbals, wind and brass instruments (e.g. machine-heads, pegs, picks, tailpieces, bows, floor stand, holder, pedals, wire brush, drumheads, drum		

Tariff Heading No.	Description of Articles	New Rate of Duty	Old Rate of Duty
	sticks, snare strands, muffler, pick-ups, reeds and mouthpieces) . *ad val.*	10%	15%
	C. Other. . . . . *ad val.*	15%	
95.08	Moulded or carved articles of wax, of stearin, of natural gums or natural resins (e.g. copal or rosin) or of modelling pastes, and other moulded or carved articles, not otherwise provided for; worked, unhardened gelatin (except gelatin falling within heading No. 35.03) and articles of unhardened gelatin:		
	A. Empty gelatin capsules for pharmaceutical products . . *ad val.*	50%	100%
	B. Other. . . . . *ad val.*	100%	

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456 and 457).

Pakistan emergency measures

THE BRITISH HIGH COMMISSION in Karachi has reported that business in Pakistan is continuing fairly normally subject to the limitations outlined below, and that most factories are working although faced with the possibility of a shortage of raw materials. However, businessmen would be advised not to visit Pakistan until further notice unless their journey is really essential. The Government of Pakistan has intimated that no visitors will be allowed into Pakistan except with special permission. There are also considerable difficulties of internal travel and communication.

A number of measures have been initiated by the Government of Pakistan as a result of the emergency, the chief of which is that the State Bank of Pakistan issued notices on September 6 and 7, 1965, announcing that:

(1) no remittances would be allowed for financing the imports into the country, with immediate effect. Authorized Dealers were requested not to open any Letter of Credit or to make remittance for all imports until all further notice. This would not apply to imports against bonus licences;

(2) imports under AID and loans would continue to be made under the existing regulations;

(3) these restrictions would not apply to payments under Letters of Credit established before September 6, 1965;

(4) no Letter of Credit should be opened, nor any payment made to beneficiaries in India in respect of any imports. Existing unutilized Letters of Credit for imports from India should be treated as cancelled.

Other measures announced by the Government of Pakistan have been as follows:

(1) a ban on all remittances to India. Under the Enemy Protection (Custody and Restriction) Order, 1965, Indian property has been appropriated and the accounts of Indian Nationals blocked;

(2) the Stock Exchange closed on September 6 and will remain closed until further notice;

(3) price control machinery has been introduced;

(4) under a War Risk Insurance Ordinance the State requires the compulsory insurance with the Pakistan Insurance Corporation as agents for the Government of Pakistan of all factories, goods in transit by sea or air, buildings of a value exceeding Rs. 2 lakhs, and ships exceeding the value of Rs. 25,000;

(5) a ban on flights to East Pakistan. No fuel is available at airports for foreign airlines;

(6) foreign travel allowances have been terminated;

(7) an embargo on the export of certain goods to all destinations, excepting Afghanistan.

In addition, a number of cases have been reported to us where banks in London are refusing payment to exporters because of the non-arrival of documents from Pakistan or because the Pakistanis have altered the terms of Letters of Credit.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Room 337, Board of Trade, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2277).

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GHANA

Customs tariff amendments

THE CUSTOMS (Amendment of Duties) (No. 2) Order, 1965 published as Executive Instrument No. 79 on September 11, and operative from that date, makes the following amendments to the Ghana Customs Ordinance:

Part I – Import Duties of Customs
FIRST SCHEDULE

Item No.	Goods	Rate of Duty
1	(a) Accumulators (electric storage batteries) complete .	50% *ad val.*
	(b) Accumulator parts imported for the manufacture of accumulators by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
2	Aircraft and their components parts, all accessories and instruments thereof not specifically exempted under Part III of this Schedule	15% *ad val.*
3	Ale, beer, cider, perry, porter and stout . the gallon	C4·32
4	(a) Aluminium, asbestos cement, iron and steel sheets and plates, galvanized sheets and tin plates, but excluding asbestos cement sheets not corrugated . . . . . the square ft.	C0·05
	(b) Aluminium coils, circles, iron and steel sheets and plates, galvanized sheets, tin plates and other materials for the manufacture of aluminium sheets, and holloware, enamelware, tin containers, and galvanized products imported by a manufacturer licensed under the Excise Ordinance, 1953 . .	20% *ad val.*
4A	Animals living of the following types:	
	(i) Sheep and goats including rams, ewes, lambs, wild goats and kids . . . . . per head	C1·20
	(ii) Swine . . . . . per head	C1·80
	(iii) Other animals of the bovine species including oxen, cows, bulls, bullocks, heifer and calves . . . . . per head	C7·20
5	Apparel including accessories for apparel, not elsewhere specified or included in this Schedule:	
	(1) Footwear other than gaiters, leggings, puttees and spats:	
	(a) Babies' wear admitted as such by the Comptroller	25% *ad val.*
	(b) Other. . . . . the pair	C0·42 or 66⅔% *ad val.* whichever is the higher.
	(2) Handkerchiefs, headties, mufflers, sarongs, scarves and similar articles:	
	(a) of a greater area than one-third of a square yard . . . . . the square yard	C0·50 or 75% *ad val.* whichever is the higher
	(b) other, including pocket handkerchiefs . .	100% *ad val.*
	(3) Outer garments of textile materials:	
	(a) Babies' wear admitted as such by the Comptroller	25% *ad val.*
	(b) Others:	
	(i) Aprons, housecoats, overalls and similar protective garments; cardigans, jerseys, pullovers, and waistcoats . . each	C0·60 or 75% *ad val.* whichever is the higher.
	(ii) Blouses, frocks and shorts . . .	75% *ad val.*
	(iii) Bathing costumes of all kinds . . .	100% *ad val.*
	(iv) Jackets, gents' trousers (including jodhpurs and riding breeches) and ladies' slacks .	75% *ad val.*
	(c) Dressing gowns and shirts . . . each	C0·60 or 75% *ad val.* whichever is the higher.
	(4) Socks, stockings and sockettes . . the pair	C0·50 or 100% *ad val.* whichever is the higher.
	(5) Under garments:	
	(a) Babies' wear admitted as such by the Comptroller	25% *ad val.*
	(b) Other:	
	(i) Shirts, singlets, chemises, undervests, undershorts, brassieres, drawers, pantees, slips, petticoats and similar articles not elsewhere specified or included in this Schedule . each	C0·75 or 75% *ad val.* whichever is the higher.
	(ii) Camisoles, cami-knickers, corsets, nightwear and underskirts . . . . each	C0·75 or 75% *ad val.* whichever is the higher.
	(6) Gloves, complete	75% *ad val.*
	(7) Other, not elsewhere specified	75% *ad val.*
5A	Apparel and household rummage showing signs of appreciable wear; rags . . . . . the pound	C0·60 or 66⅔% *ad val.* whichever is the higher.
6	Arms and ammunition:	
	(1) Arms, including firearms:	
	(a) Swords, bayonets and similar weapons . each	C2·40
	(b) Rifles and guns, including air other than flint-lock . . . . . each	C12·00
	(c) Revolvers and pistols . . . . . each	C6·00
	(d) Flint-lock guns . . . . . each	C6·00
	(2) Ammunition:	
	(a) Cartridges, loaded:	
	(i) ·22 inch calibre or less . the hundred	C1·80
	(ii) Exceeding ·22 inch calibre the hundred	C2·40
	(b) Cartridges, unloaded . . the hundred	C0·36
	(c) Percussion caps . . . the hundred	C0·36
	(d) Shots, slugs and pellets . . the pound	C0·06
7	Explosives:	
	(a) Dynamite and cognate substances, mining blasting and safety fuses, gunpowder and other accessories which the Comptroller is satisfied will be used solely for mining operations . the pound	C0·03
	(b) Gunpowder, not in this part of this Schedule particularly charged with some different rate of duty . . . . . the pound	C0·60
	(c) Fireworks . . . . . the pound gross	C0·36
8	Bags and sacks of jute . . . . . each	C0·04
8A	Basketwork, wickerwork and loofah and articles made therefrom not elsewhere specified or included in this Schedule	66⅔% *ad val.*
8B	Bed quilting, bed quilts, bed sheets, bed spreads, dusters, napkins, pillowcases, table cloths and other similar made-up household articles of textile material not elsewhere specified or included in this Schedule .	66⅔% *ad val.*
8C	Blankets made of all types of material . the square yard	C0·60 or 75% *ad val.* whichever is the higher.
9	Bicycles and tricycles excluding children's cycles not fitted with ball bearings and children's cycles not constructed in the normal form of adult's cycles:	
	(a) whether imported, assembled or unassembled .	15% *ad val.*
	(b) spare parts, accessories and auxiliary engines therefor including tyres and tubes of a sectional width not exceeding 1¾ in.	15% *ad val.*
9A	Bottles, common, empty, including jars and pots ordinarily imported for the packing or bottling of locally manufactured products	5% *ad val.*
10	Calcium carbide . . . . . the pound	C0·02
10A	Cement . . . . . the cwt. gross	C0·25
10B	Cameras and projectors, all kinds	100% *ad val.*
11	Cinematograph films containing pictures for exhibition, whether developed or not . the hundred linear feet	C0·60
11A	Clocks and watches, all kinds complete . . .	100% *ad val.*
11B	Chemicals and colouring materials for use in textile manufacturing imported by a manufacturer licensed under the Excise Ordinance, 1953	5% *ad val.*
11C	Cotton, raw, imported for the manufacture of cotton yarn by a manufacturer licensed under the Excise Ordinance, 1953	5% *ad val.*
12	Cotton, flax, natural silk, man-made fibres (other than glass or metal), wool or other animal hair or ramie or mixture thereof:	
	(1) Piece-goods:	
	(a) Fents . . . . . the pound	C0·50 or 75% *ad val.* whichever is the higher.
	(b) Knitted or interlock fabrics . . the pound	C0·30 or 75% *ad val.* whichever is the higher.
	(c) Velvet, velveteen, plushes and other pile fabrics . . . . . the square yard	C0·50 or 100% *ad val.* whichever is the higher.
	(d) Other. . . . . the square yard	C0·50 or 75% *ad val.* whichever is the higher.
	(2) Towels and towelling . . the square yard	C0·90 or 100% *ad val.* whichever is the higher.
	(3) Yarn:	
	(a) Not put up for retail sale:	
	(i) For the manufacture of textile products by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.* or C0·06 the pound whichever is the less.
	(ii) Other . . . . . the pound	C0·06
	(b) Put up for retail sale, namely suitable for sewing, darning, crocheting or embroidering .	50% *ad val.*
	(4) Materials imported in rolls or pieces for the manufacture of excisable goods by a manufacturer licensed under the Excise Ordinance, 1953:	
	(a) Printed or coloured or dyed in the piece .	10% *ad val.*
	(b) Knitted or interlock fabrics	
	(c) White sanforized or mercerized and fully shrunk For the purpose of this sub-item (4), where the Comptroller is satisfied that similar materials are being produced locally the rates of duty under item 12 (1) shall apply if similar goods are imported.	
	(5) Hessian cloth imported by a manufacturer licensed under the Excise Ordinance, 1953 . . .	10% *ad val.*
13	(i) Electric light bulbs and fluorescent lamps and tubes .	20% *ad val.*
	(ii) Electric equipment, domestic:	
	(a) Washing machines, vacuum cleaners, floor polishers	66⅔% *ad val.*
	(b) Desk fans, irons, kettles, boilers, toasters, water heaters, hair driers	50% *ad val.*
13A	Ferrous manufactures of the following kinds:	
	(i) Wire	5% *ad val.*
	(ii) Wire netting	10% *ad val.*
	(iii) Barbed wire	10% *ad val.*
13B	Floor coverings, viz.: Carpets, carpeting and rugs, but excluding linoleum, straw mats, door mats, coir mats and jute mats .	100% *ad val.*
14	(a) Furniture, complete, imported, assembled or unassembled	100% *ad val.*
	(b) Materials imported solely for the manufacture of furniture and admitted as such by the Comptroller .	20% *ad val.*
14A	Gold, bullion or partly worked, but excluding imitation jewellery	10% *ad val.*
15	Grease, lubricating . . . . . the pound	C0·03
15A	Hair pads, hair nets, wigs, false beards and similar articles of human, animal or artificial hair . .	100% *ad val.*
16	(a) Holloware and utensils, domestic, made wholly or mainly of plastic, aluminium, iron or steel, tinplate, tin, or other non-ferrous metals, whether or not glazed or enamelled, but excluding galvanized holloware and builders' sanitary ware for indoor use and parts of such ware admitted as such by the Comptroller	75% *ad val.*
	(b) Parts and fittings for the manufacture of holloware, imported by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*

Item No.	Goods	Rate of Duty
17	Jewellery, including imitation jewellery and rolled gold, enamel or gilt jewellery, precious stones and pearls and imitations thereof and articles of goldsmiths' and silversmiths' wares and parts thereof, excluding tableware of electroplated nickel silver, not particularly exempted from duty under Part III of this Schedule	100% *ad val.*
18	Jute, raw	5% *ad val.*
18A	(a) Knives, scissors and knife and scissor blades, and other articles of cutlery (including spoons, forks, ladles and similar kitchen or tableware), razors and razor-blades; manicure and chiropody sets and appliances (including nail files), handles of base metal for any of the above articles	75% *ad val.*
	(b) Parts and fittings for the manufacture of forks, knives, and spoons imported by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
18B	Leather, undressed	5% *ad val.*
18C	Lighters, mechanical, and similar lighters including chemical and electric lighters complete or incomplete (including bodies) . . . . . each	C0·60 or 100% *ad val.* whichever is the higher.
18D	Lime, all kinds . . . . . the gross ton	C3·60
19	Machinery:	
	(1) (a) Sewing machines, complete	50% *ad val.*
	(b) Sewing machine parts and hardware items imported for use in the assembly of sewing machines	15% *ad val.*
	(2) Typewriters . . . . . each	C14·40 or 50% *ad val.* whichever is the higher.
20	Matches – in boxes containing 50 matches each or less . . . . . the gross boxes	C2·10
	(Matches in boxes containing a greater quantity than 50 matches each to be charged in proportion.)	
	For the purpose of this item five 'booklets' of matches shall be regarded as two boxes provided each 'booklet' contains not more than 20 matches.	
20A	Metal window and door components and fittings, and glass imported specially cut to size when imported by a manufacturer of metal windows and doors licensed under the Excise Ordinance, 1953	5% *ad val.*
20B	Materials of the following kinds:	
	Rings, metal bands, bristles, varnishing paints, sand paper imported for the manufacture of brushes, by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
20C	Materials of the following kinds:	
	Candle wicks, stearic acid and adhesive tape imported for the manufacture of candles by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
20D	Materials of the following kinds:	
	Glass sheets, clips, fittings and chemicals for the manufacture of mirrors imported by a manufacturer licensed under the Excise Ordinance, 1953	5% *ad val.*
21	Motor vehicles and trailers:	
	(a) (i) Motor vehicles and trailers (including caravans) of all types whether imported, unassembled or assembled, for the transport of persons, goods or materials and chassis thereof together with their appropriate initial equipment not elsewhere specified and not particularly exempted in Part III of this Schedule	25% *ad val.*
	(ii) Motor vehicles excluding private saloon cars, station wagons, utility vans and similar motor vehicles imported unassembled to be assembled solely for commercial purposes by a company owning a vehicles assembly plant and admitted as such by the Comptroller	10% *ad val.*
	(b) Motor cycles, motor cycles sidecars and other similar vehicles, whether imported assembled or unassembled	15% *ad val.*
	(c) Parts and accessories for vehicles (not including trailers and non-motorized caravans), but excluding specialized parts and accessories exempted under item 90 (3) in Part III of this Schedule	5% *ad val.*
21A	Musical instruments	66⅔% *ad val.*
22	Nails, bolts, nuts, washers, rivets, screws and similar articles of all base metals not particularly exempted under Part III of this Schedule	50% *ad val.*
23	Oils:	
	(1) Illuminating including kerosene, power paraffin and refined burning oils . . . . the gallon	C0·18
	(2) Lubricating . . . . . the gallon	C0·24
	(3) Motor spirit and products ordinarily used as such; benzine, benzoline, naphtha (non-potable), gasoline, petrol and petroleum, aviation spirit, all kinds of shale and coal tar spirits but not including kerosene, power paraffin and other refined burning oils . . . . . the gallon	C0·42
	(4) Diesel, fuel, furnace and gas . . the gallon	C0·18
	(5) Gases, petroleum and other gaseous hydro-carbons . . . . . the pound	C0·02
	(6) Essential oils, concretes, absolutes, concentrates, mixtures and aqueous solutions of essential oils, enfleurage greases and similar preparation:	
	(a) For the manufacture of perfume, soap and cosmetics by a manufacturer licensed under the Excise Ordinance, 1953	33⅓% *ad val.*
	(b) Other	150% *ad val.*
23A	Packages:	
	Containers, made wholly of metal or metal and cardboard imported seamed or unseamed for the packing of locally manufactured products	5% *ad val.*
24	Painters' colours and materials:	
	(1) Paints, colours, paints, oils, polishes, lacquers, liquid driers and varnishes	45% *ad val.*
	(2) Materials imported for the manufacture of paints and admitted as such by the Comptroller	10% *ad val.*
	(3) Turpentine and white spirit	10% *ad val.*
25	Paper (excluding newsprint):	
	(1) Machine made, printing, and writing paper, plain (whether or not coloured) in reels of not less than 15 centimetres (approximately 6 in.) wide or in rectangular sheets of which no side is less than 36 centimetres (approximately 14 in.)	10% *ad val.*
	(2) Machine made, paperboard (excluding parchment, greaseproof, corrugated and building board), plain whether or not surface-coloured or decorated, in reels of not less than 15 centimetres (approximately 6 in.) wide or in rectangular sheets of which no side is less than 36 centimetres (approximately 14 in.)	10% *ad val.*
	(3) For making paper products imported by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
	(4) Cardboard (excluding building board), polyethylene, cellophane, and other materials imported for the manufacture of containers	15% *ad val.*
	(5) Toilet paper of all kinds; paper towels, handkerchiefs and face tissues	60% *ad val.*
26	Paraffin wax and tallow imported solely for industrial purposes by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
26A	Plasticwares other than holloware not elsewhere specified in this Schedule	75% *ad val.*
27	Perfumery, cosmetics and toilet preparations including talcum powder whether perfumed or not, pomatums, pastes, hair dyes, hair oils and dressings of all kinds but not including dentifrices, mouth washes or toilet soaps	150% *ad val.*
28	Provisions:	
	(1) (a) Biscuits, cabin or ship's containing neither added fat, yeast, or chemical raising materials not more than 5% by weight of sugar the pound	C0·18
	(b) Biscuits, bread and cakes . . the pound	C0·36
	(2) Butter and butter substitutes . . the pound	C0·12
	(3) Cheese . . . . . the pound	C0·12
	(4) Coffee, raw, roasted, ground or otherwise prepared, including coffee substitutes, extracts, essences and other preparations of coffee . . the pound	C0·24
	(5) Confectionery:	
	Sweetmeats, crystallized fruits, candied or preserved ginger, ice cream, jams, marmalades, fruit jellies, mincemeat, but not including articles particularly exempted under Part III of this Schedule	66⅔% *ad val.*
	(6) (a) Fish above 20 centimetres in length . the pound	C0·06
	(b) Fish, 20 centimetres in length or less	5% *ad val.*
	(7) Flour, meal, and groats of wheat and spelt (including meslin) . . . . . the pound	C0·05
	(8) Fruit, dried . . . . . the pound	C0·24
	(9) Lard and other rendered pig fat and other animal fat . . . . . the pound	C0·06
	(10) Meat, all kinds . . . . . the pound	C0·06
	(11) Milk and cream, fresh, powdered, preserved, sweetened or unsweetened . . the hundred weight	C2·40
	(12) Oil:	
	(a) edible	25% *ad val.*
	(b) imported solely for industrial purposes by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
	(13) Potatoes, fresh . . the hundred pounds	C0·72
	(14) Products:	
	Essences and syrups whether alcoholic or not, intended for use in the preparation of non-alcoholic beverages	66⅔% *ad val.*
	(15) Rice . . . . . the pound	C0·03
	(16) Saccharin (including substances of a like nature or use)	33⅓% *ad val.*
	(17) Salt of all kinds, including common, rock, table and celery but excluding medicinal salt the pound	C0·03
	(18) Sugar all kinds . . . . the pound	C0·03
	(19) Tea and preparations of tea . . the pound	C0·24
	(20) Vegetables fresh, dried, in airtight containers or preserved by any process . . . the pound	C0·12
	(21) Vinegar . . . . . the gallon	C0·12
	(22) Waters, table, including mineral waters of all descriptions	100% *ad val.*
	(23) West African raw foodstuffs, excluding meat and fish, imported in quantities other than headloads admitted as such by the Comptroller . the pound	C0·01
29	Radio and television:	
	(1) Sound receivers, radiograms, record players, and gramophone records, loud hailers and transhailers; microphone, public address equipment, tape or wire recording machines, and parts and accessories of apparatus enumerated under this item	75% *ad val.*
	(2) (a) Television receiving sets complete	20% *ad val.*
	(b) Television parts and accessories imported by a manufacturer of television sets recognized by the Comptroller	10% *ad val.*
30	(i) Refrigerators and air-conditioning units, domestic, complete	66⅔% *ad val.*
	(ii) Parts and accessories for sub-item (i)	10% *ad val.*
	(iii) Industrial air-conditioning and refrigerating units, ice chests, refrigerating cold storage plant, and machinery including materials imported solely for use in connection with refrigerating cold storage plant and machinery	10% *ad val.*
31	Rubber and rubberized canvas and other materials imported for the manufacture of canvas and/or rubber footwear admitted as such by the Comptroller	10% *ad val.*
32	Smoking pipes, cigar and cigarette holders and similar articles, and parts therefor	75% *ad val.*
33	Soap:	
	(1) Common, in bars or cakes . . the hundred	C5·28
	(2) Toilet	100% *ad val.*
33A	Soda caustic and ash:	
	(i) Imported for manufacturing purposes by a manufacturer licensed under the Excise Ordinance, 1953	5% *ad val.*
	(ii) Other	25% *ad val.*
34	Spirits:	
	(1) Potable:	

(*Continued on next page*)

GHANA, *continued*

Item No.	Goods	Rate of Duty
	(a) Bitters, brandy, gin, liqueurs, rum, whisky and other compounded or mixed potable spirits containing more than 1% by volume of pure alcohol including compound alcoholic preparations for the manufacture of alcoholic beverages, but not including alcoholic flavouring essences used exclusively in the preparation of food and non-alcoholic beverages, and spirituous medicinal preparations liable to duty under sub-item (c) of this sub-item. the gallon	C42·00
	(b) Rectified spirit:	
	(i) imported under licence issued by the Comptroller solely for use in laboratories or in the compounding of drugs and medicine the gallon	C0·50
	(ii) Other. . . . . the gallon	C42·00
	(c) Spirituous medicinal preparations other than those specifically exempted from duty under Part III of this Schedule	50% *ad val.*
	(d) All spirits liable to duty under sub-items (a) and (b) (ii) above imported otherwise than in a bottle and of a strength exceeding 43% of pure alcohol, in addition to the duty imposed under sub-items (a) and (b) (ii) of this item for every degree or part thereof in excess of 43% of pure alcohol . . . . . the gallon	C0·70
	(2) Not potable:	
	A. Denatured:	
	(i) Methylated:	
	(a) Imported solely for industrial, medical or scientific purposes under a licence issued by the Comptroller and not intended for sale . . . the gallon	C0·25
	(b) Other . . . . . the gallon	C7·20
	(ii) Other, imported for the manufacture of perfumery by a manufacturer licensed under the Excise Ordinance, 1953 . . .	10% *ad val.*
	B. Perfumed including dentifrices, toilet preparations and mouth washes . . the gallon	C42·00 or 150% *ad val.* whichever is the higher.
34A	Starch imported for industrial purposes by a manufacturer licensed under the Excise Ordinance, 1953 .	5% *ad val.*
34B	(i) Stoves, ovens, cookers of all kinds . . .	50% *ad val.*
	(ii) Charcoal pots	40% *ad val.*
35	(i) Synthetic resin in granular or powder, and other materials, i.e. plasticizer, stabilizer, lubricants, fillers and pigments imported by a manufacturer licensed under the Excise Ordinance, 1953	5% *ad val.*
	(ii) Accessories and fittings imported for the manufacture of plastic goods by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
36	Tobacco:	
	(1) Unmanufactured . . . . the pound	C1·35
	Manufactured:	
	(2) Cigars and cheroots . . . . the pound	C10·20
	(3) Cigarettes . . . . . the pound	C9·60
	(4) Other manufactured tobacco and snuff. the pound	C7·80
37	(1) Travel goods made of vulcanized fibre, of artificial plastic sheetings, of paper board or of textile fabric	75% *ad val.*
	(2) Materials imported for the manufacture of travel goods and admitted as such by the Comptroller .	10% *ad val.*
38	Tyres and tubes of all descriptions for use on wheels of motor vehicles, but excluding those suitable for tractors and vehicles designed solely for use in excavating and levelling operations	50% *ad val.*
39	Umbrellas and parasols . . . . . each	C0·50 or 50% *ad val.* whichever is the higher.
40	Wine:	
	(1) Sparkling . . . . . the gallon	C16·80
	(2) Still:	
	(a) where the alcoholic strength does not exceed 14·2% of pure alcohol . . . the gallon	C4·20
	(b) where the alcoholic strength exceeds 14·2% of pure alcohol but does not exceed 24·5% of pure alcohol . . . . . the gallon	C7·56
41	Wood and timber:	
	Unmanufactured:	
	Lumber, sawn or hewn, dressed or undressed the thousand superficial feet	C6·00 or 50% *ad val.* whichever is the higher.
42	All other goods not in this Part of this Schedule particularly enumerated or particularly exempted in Part III of this Schedule	50% *ad val.*

Note:

The above schedule incorporates the new decimal currency introduced by the Ghanaian Government on July 19, 1965. 100 pesewa make up one cedi (C) which is equivalent to 8s. 4d. The symbol C should be read in the schedule as C.

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

TELEGRAPHIC ADVICE has been received from Pretoria of an increase in the customs tariff on aluminium powders or flakes in paint or enamel media from free to 20 per cent. Tariff item 32.09.50 has been rewritten in the form set out above, and now includes liquids.

ZAMBIA

Customs tariff application

THE FIRST SECRETARY (Commercial), at Lusaka, has reported that the Minister of Commerce and Industry have received an application for increase in customs duty on blankets and rugs as follows:

Tariff Item		Column A	Column B	Column C	Column D
61 (1)	Blankets and rugs, blanketing, n.e.e.; and sheets commonly used as blankets or rugs:				
	Present duty. *ad val.*	30%	20%	20%	10%
	or per lb.	1s. 3d.	10d.	10d.	5d.
		which ever duty shall be the greater			
	Proposed duty . *ad val.*	40%	30%	30%	20%
	or per lb.	2s.	1s. 9d.	1s. 9d.	1s. 9d.
	less *ad val*	—	—	—	10%
		which ever duty shall be the greater			

(Britain pays the Column D Rate of Duty)

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the Zambia Ministry of Commerce and Industry, and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Zambian authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 7603/65. The closing date for receipt of representations by the Ministry of Commerce and Industry is October 8.

JORDAN

Veterinary medicaments

THE JORDANIAN *Official Gazette* No. 1844, of June 5, 1965, published the text of Regulation No. 51 of 1965. This Regulation governs the import, export and dealing in veterinary medicaments in Jordan and came into effect one month from the date of publication.

A translation of this Regulation is held in the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

Semi-trailers

THE JORDANIAN *Official Gazette* No. 1865, of August 10, published the text of Defence Orders Nos. 20 and 21. These Orders bar the import, conversion, assembly and registration of semi-trailers with effect from August 1, 1965.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

Customs tariff amendments

THE JORDANIAN *Official Gazette* No. 1865, of August 10, published the following amendments to the Jordanian Customs Tariff. These amendments came into effect on the date of publication but do not apply to goods originating in the Arab Common Market countries.

Tariff Ref. No.	Description	Unit	Rate of Duty
	Disinfectants, insecticides etc. (other than naphthalene):		Per cent
38/11/b/1	In tin cans not exceeding 16 oz. capacity for household use only	*Ad val.*	1
38/11/b/2	Others	*Ad val.*	Exempt
53/11	Woven fabrics of sheep or lambs wool or of fine animal hair	*Ad val.*	45

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

IRAQ

Customs tariff changes

CERTAIN CHANGES have been made to the Iraq customs tariff and the duty on the items affected is now as follows:

Item No.		Unit	Rate of Duty ID Fils
09.02/09.03	Tea and maté; tea substitutes containing parts of the tea plant or maté in any proportion	kilo	0 100
17.01	Beet sugar and cane sugar		
	(b) granulated or in powder	kilo	0 22
	(c) in loaves, cones or lumps and sugar candy	kilo	0 40
85.15	(a) (2) Television reception apparatus not incorporating a gramophone, radio or sound recorder – complete or incomplete	value	45%
87.02	(a) Motor vehicles for the transportation of personnel		
	(1) Designed for transporting 10 passengers or more, weighing 1,750 kilos or more	value	120%
	(2) Designed for transporting 10 passengers or less, weighing less than 1,750 kilos	value	100%
	(b) Motor vehicles for the transportation of goods or materials (including dumpers)		
	(1) Vehicles of which the plan and chassis assist at rendering them easily convertible into vehicles for transporting passengers	value	60%
	(2) Other goods vehicles	value	17%

All inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

SYRIA

Nationalization

THE BRITISH EMBASSY in Damascus have reported that on September 2 the Syrian Government issued Decree No. 192 which restores confiscated moveable and immoveable property to 14 of the 22 leading members of the commercial community whose property was seized in January this year.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

SPAIN

Suspension of customs duties

IN THE *State Gazette* of August 30 the Spanish authorities announced the following regulations regarding the suspension of Customs import duties:

(1) Tariff heading 23.01-B. Fishmeal:
Import duty (2 per cent) on this item is totally suspended for three months up to November 30, 1965.

(2) Tariff heading 29.04-A-1. Methanol (alcohol):
Suspension of duties (28 per cent) within a 'contingency' limit of 10,000 tons has been extended until June 1, 1966.

(3) Tariff headings 73.06 Puddled bars and pilings, ingots, blocks, lumps, of iron or steel;
73-07-B-2-a. Blooms of more than 500 kgs. weight;
73-07-B-4-a. Slabs of more than 1,000 kgs. weight and more than 120 mm. thickness:
Suspension of import duties on these products, first laid down in August 1964, and subsequently amended in April 1965, is extended until December 2, 1965.

(4) Tariff heading 73-13-B-1-a. Hot rolled sheets:
Suspension of duties (19 per cent), previously within a 'contingency' limit of 40,000 tons plus 20,000 tons, has now been extended for three months, up to a 'contingency' limit of 10,000 tons, for shipbuilders only.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

FINLAND

Liberalization (amendment)

IN THE list of commodities liberalized by the Finnish Government from August 1, 1965 and published in the *Board of Trade Journal* of August 20 (page 444) the description of Brussels Nomenclature No. 69.12 should read as follows:

B.N. No.	Quota No.	Commodity
69.12	43	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of other kinds of pottery than porcelain or china.

UNITED STATES

Federal Insecticide, Fungicide and Rodenticide Act

THE United States Department of Agriculture has announced amendments to the regulations governing the labelling of economic poisons under the above Act. The amendments came into force on September 2, 1965.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

BRITISH GUIANA

Customs tariff amendment

THE CUSTOMS (Amendment No. 3) Order, 1965 amends Part I of the British Guiana Customs Tariff by the addition of the following new proviso to the provisos at the end of Division 99:

Provided further that ladies hats imported from all sources of a value not exceeding $48·00 per dozen c.i.f. (British West Indian Currency) shall be subject to an additional duty of $12·00 per dozen.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

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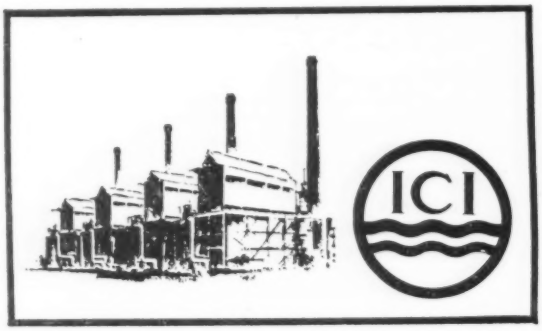

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'Made in Canada' rulings

THE following ruling has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Valve operators having torque ratings of 500 to 30,000 foot pounds inclusive designed for use on rotary valves such as butterfly, ball or plug.

(Ruling effective October 16, 1965).

Note:

The Customs invoice must show the model number and torque ratings of the foot pounds.

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-22-1 dated September 14, 1965.

THE FOLLOWING ruling has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Vertical spindle honing machines also known as automatic cylinder re-sizing machines, cylinder honing machines and precision honing machines.

(Ruling effective October 15, 1965).

The above information is contained in the Canadian Department of National Revenue Memorandum Series D51-10-2 dated September 14, 1965.

JAMAICA

Foreign Nationals and Commonwealth Citizens (Employment) Act, 1964

THE ABOVE ACT, which came into operation on December 1, 1964, required that 'a foreign national or Commonwealth citizen shall not engage in any occupation in Jamaica for reward or profit, or be employed in Jamaica unless there is in force in relation to him a valid work permit'.

From time to time various persons have been exempted from the requirements of the Act. On August 13, 1965, the following additions were made to the list of persons who are not required to obtain a work permit:

(1) Persons who visit Jamaica, on behalf of a principal abroad, in connection with the appointing of, or for the purpose of having business consultations with, a local business agent or a local distributor.

(2) Persons who visit Jamaica to inspect the plant, machinery or equipment of any factory or other industrial works, or to give technical advice on the operation of any local undertaking, business or enterprise of whatever kind.

In each of these cases, exemption ceases after the expiration of 14 days spent in Jamaica in any one calendar year, whether continuously or not.

Inquiries about the above notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273), quoting reference CRE 8996/64.

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BARBADOS

Industrial Incentives Act, 1963

THE FOLLOWING products have been declared 'pioneer products' for the purposes of the above law:—

APC tablets, medicated rubs and toilet waters.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated July 23, 1965, page 210.

Applications for pioneer status are processed by the Barbados Development Board, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Board would copy their initial correspondence to the British Trade Commissioner, P.O. Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

COSTA RICA

Consumption tax on pozzolanic cement

BY DECREE No. 58 published in the Costa Rican *Official Gazette* on August 25, 1965, a consumption tax has been imposed on imported and locally produced Pozzolanic Cement.

The Decree becomes operative as soon as the production of local cement is placed on the market.

Description	Tax
	Colones
Cement in bags of 42·5 kilos	1·40
Cement in bulk per kilo	0·033

Amendment to consumption tax on motorized bicycles, motor cycles and motor scooters

BY DECREE No. 59 published in the Costa Rican *Official Gazette* on August 29, 1965, Decree No. 16 has been modified for motorized bicycles, motor cycles and motor scooters that are locally assembled or imported (see *Board of Trade Journal*, June 18, 1965, page 1380).

The tax is as follows:

	Tax
	Colones
Up to 55 cc.	150·00
Over 55 c.c. to 105 c.c.	175·00
Over 105 c.c. to 155 c.c.	300·00
Over 155 c.c.	400·00

BRAZIL

Rates of exchange

HM EMBASSY at Rio de Janiero report that the Central Bank of Brazil have ruled that the agio advantage hitherto enjoyed by those countries having bilateral trade agreements with Brazil is to disappear. In future all currencies will be calculated at the free rate of exchange for the convertible dollar.

COLOMBIA

Foreign exchange and import regulations

THE BRITISH EMBASSY in Bogota have reported that the Colombian Government has issued a Decree dated September 2 requiring the Central Bank to establish two new markets for the sale of foreign exchange certificates:—

(A) The 'Preferential' market covering payments for 'essential' goods such as certain raw materials and replacement parts; certain foreign expenses of the Government; student's expenses abroad; and crude petroleum imported for refining in Colombia.

(B) The 'Intermediate' market covering payments for all remaining imports; all freight charges and remittances of capital (and interest) registered before June 1957 or registered under later provisions of the present Decree; and certain other Government and private sector amortization payments.

The Colombian Monetary Board by means of a Resolution dated September 3 has fixed the sale price of exchange certificates at Pesos 9 to the dollar in the 'Preferential' market, and at Pesos 13.50 in the 'Intermediate' market. The previous system of selling these certificates at a theoretical 'auction' is abolished. Starting on October 1 next, prior deposits are to be reduced by 5 per cent a month until their total abolition after 20 months.

The Decree provides for imports of foreign capital to be registered under certain conditions with the Foreign Trade Board thereby qualifying for the privilege of remitting profits to a value not exceeding 8 per cent of this capital each year at the 'Intermediate' rate. This is in line with the treatment of foreign capital before June 1957.

Information about the specific imports to which these new arrangements will apply is not yet complete and a further notice will be published as soon as possible.

Import regulations

IT WAS REPORTED by HM Embassy in Bogota that, by Decree No. 2135 of August 12, 1965, the rates of customs duties on vehicles have been modified as follows:

Customs Item	Description	Duty
		Per cent
87.02	Automotive vehicles with any kind of engine, for the transport of people or goods (including racing cars and trolley buses):	
	A. Automotive vehicles for transporting people with a maximum of nine seats, excluding the driver's:	
	1. Jeep type	20
	2. Others:	
	(a) with an f.o.b. factory price up to $US1,700	230
	(b) over $US1,700 f.o.b. factory price up to $US3,000 f.o.b. factory price	350
	(c) with an f.o.b. factory price over $US3,000	450
	B. Vehicles for the transport of people, with a capacity of ten or more seats, excluding the driver's	60

This decree came into force as from August 12, 1965.

Prior deposits on imports

THE BRITISH EMBASSY in Bogota reports that a Colombian Monetary Board resolution, No. 29 of August 25, 1965, has reduced to 30 per cent the prior deposit on the following goods:

Customs Item	Description
81.01	Tungsten:
	E. Worked.
29.02	Halogenated derivatives of hydrocarbons:
	B. Halogenated derivatives of unsaturated acyclic hydrocarbons:
	I. Vinyl chloride (monocloetileno).
29.14	Monoacids, their anhydrides, halogens, peroxide and peracids; their halogenated derivatives, sulphonated, nitrated, nitrosados:
	A. Saturated acyclic monoacids:
	II. Acetic acid, its salts and its esters:
	(c) Esters of acetic acid:
	2. Monomer vinyl acetate.

This resolution came into force as from August 25, 1965.

CHILE

Reduction of customs duty

IT HAS BEEN reported by HM Embassy at Santiago that, by Decree No. 2330 of the Ministry of Finance, which was promulgated in the *Official Gazette* on September 3, 1965, the customs duty on common tinplate (Customs Item No. 1197) was reduced to $0.0282 gold per gross kilogram and the *ad valorem* tax was reduced to nil per cent. These reductions are valid until March 31, 1966.

Reduction of customs duties

IT HAS BEEN reported by HM Embassy in Santiago that, by Decree No. 2200 of the Ministry of Finance, which was promulgated in the *Official Gazette* on September 7, 1965, the customs duties on ortho-xylene (Customs Item No. 809) were reduced to $0.05 gold per legal kilogram effective until June 30, 1966.

It was also reported that by Decree No. 2331 of the Ministry of Finance, which was promulgated in the *Official Gazette* on September 3, 1965, the customs duties and the *ad valorem* tax on the following items were suspended until March 31, 1966:

Customs item 1193 – Carbon steel, cold or hot rolled, in sheets.
" " 1189 – Carbon steel, in flat and round bars, and 80 mm. angles.
" " 1193 – Silicon sheets.
" " 1191 – Chequered plates.
" " 1194 – Smooth zinc-coated sheets.
" " 1196 – Corrugated zinc-coated sheets.
" " 11 – Blast furnace pig irons.

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see column 4) are the same, unless otherwise stated. If no figure is given it should be understood that the percentages have yet to be fixed.

Section	Group	Item	Tax/Deposit
IV	15	Insert new item:	
		Kidney beans	Free (Tax)
V	24	Insert new item:	
		Frozen chickens	Free (Tax)
IX	45/53	After 'Lactic acid for food products' insert new item:	
		Pyroligneous acid	17
		After 'Cellulose nitrate . . .' insert new item:	
		Naphthalene	17
	46	To the item 'Actinomycin "C"' add:	
		and 'D'	6
		After 'antiasthmatic preparations' insert new item:	
		Anti-histaminic preparations, prolonged action, in bulk	6
XIII	72	After 'Containers and closures of polyvinylidene chloride . . .' insert new item:	
		Polyvinylidene film, retracting type, of 0·025 mm. thickness in rolls 20 to 22·5 cms. wide, for the food industry	62
	81	Under 'Shooting' insert new item:	
		Clay pigeons	20% (Tax)

Food regulations

NOTICE was given in the *Board of Trade Journal* of December 9, 1960, of Decree No. 377 which introduced new regulations governing the manufacture, storage, sale, import, export and distribution of foodstuffs.

It is now reported by HM Embassy in Santiago, that by Decree No. 217 of the Ministry of Public Health, which was promulgated in the *Official Gazette* on August 26, 1965, compounds of di-sodic inosinate (formula C10 H11 N4 O8 P Na2 7·5 H2O) and di-sodic guanilate (formula C10 H12 M5 O8 P Na2), in the proportion of 1 to 1 (50 per cent-50 per cent) were included, as paragraph (c), among the list of condiments permitted under article 241 of the original regulations.

The amount of such compounds used in food preparations must not exceed 0·2 per cent of the weight of the finished product.

Further information about the Chilean Food Regulations may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

URUGUAY

Import registrations

HM EMBASSY at Montevideo report that under the terms of a Uruguayan Government Decree approved on September 16 the application of the Decree of June 15 (see *Board of Trade Journal* issues of July 9, page 113, and August 27, page 488) has been postponed for a further 30 days from that date. Provision has been made, however, for special and immediate imports of goods certified by the Minister of Industries as essential.

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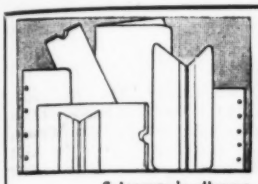

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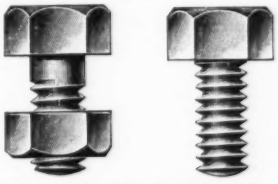

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Business names registered (A)	12 Feb. 1965
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Directory of Board of Trade Departments and their work	14 Aug. 1964
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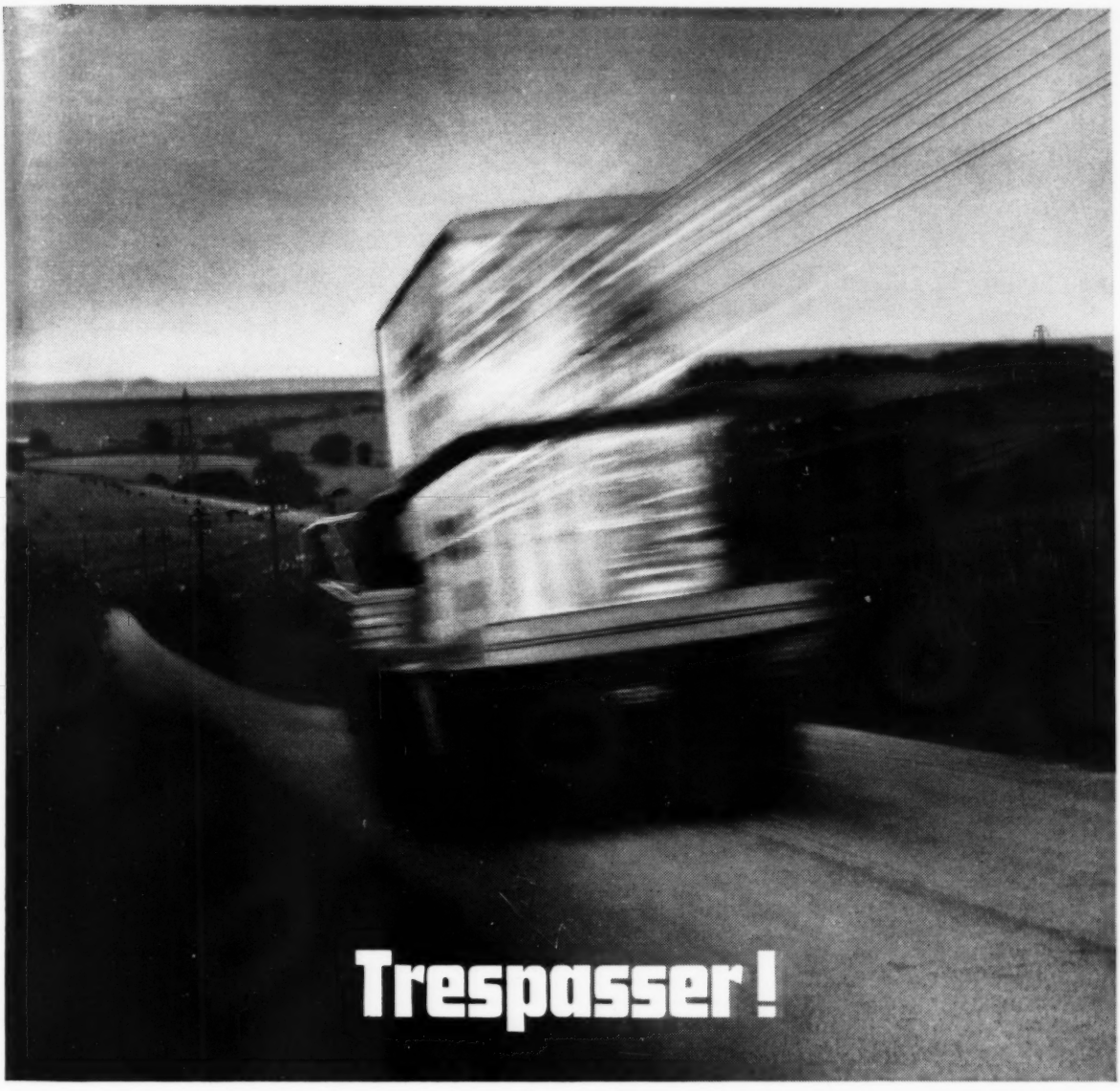

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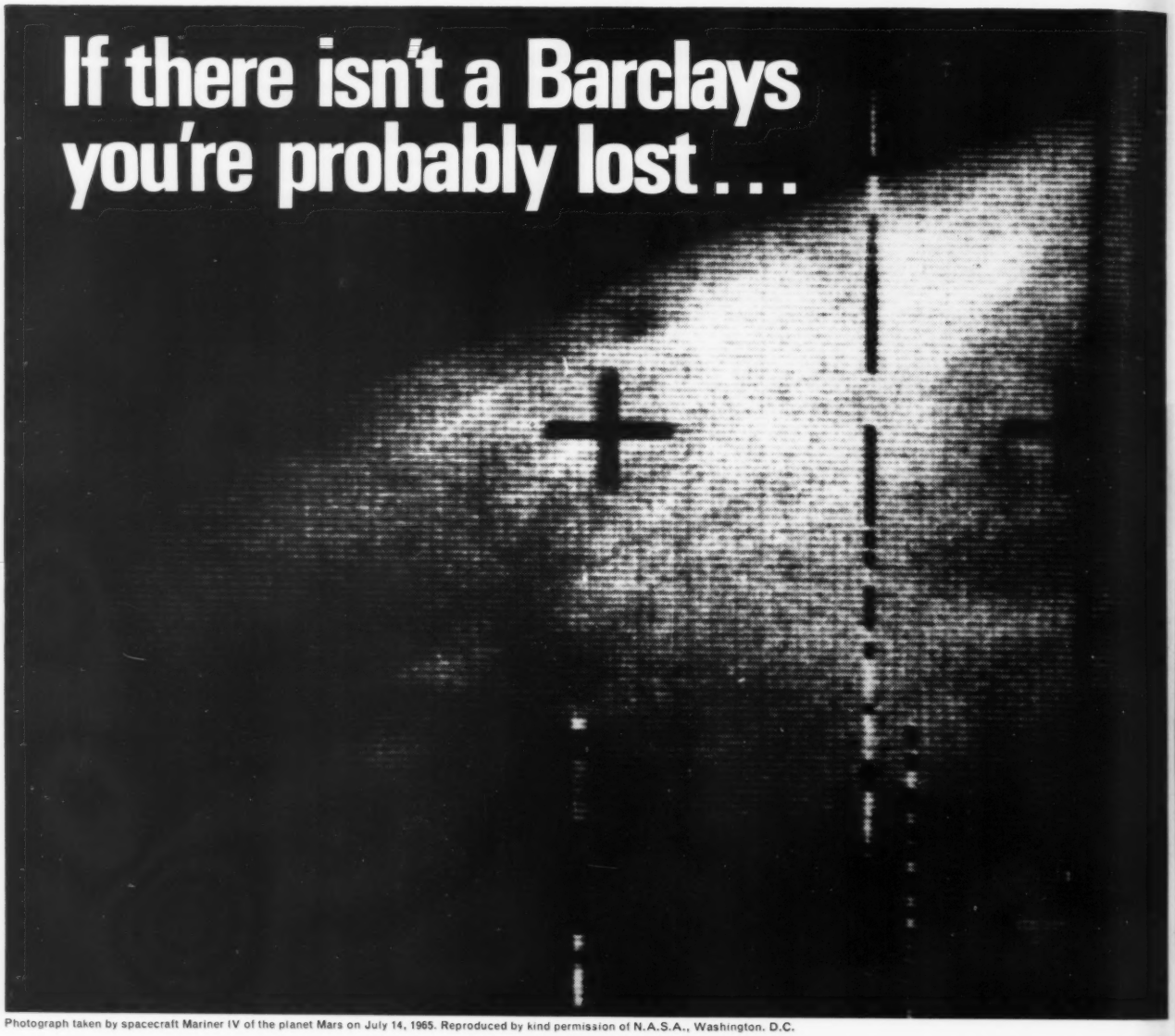

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